

LIST OF EXHIBITS

- A-1 Net General Fund subsidy for period FY2001 to FY2008
- A-2 City Staff Report dated 6-10-2003
- A-3 City Staff Report dated 11-4-2008
- B Net General Fund subsidy for period FY2001 to FY2014
- C FCEC Profit & Loss Statement by venue for calendar year 2012
- D FCEC Events Summary FY2004 to FY2013
- E SMG Financial Statement for period ending 5-31-2013
- F Aged Accounts Payable Reports Summary FY2005 to FY2013 & May 2013 detail
- G Comparing approved budget data to actual year end budget data FY2004 to FY2013
- H-1 Section 7.5 of SMG-City management contract dated 1-1-2004
- H-2 Aged Accounts Payable Reports for periods ending 6-30-2008 & 12-31-2008
- I SMG 6-3-2013 letter to City re: business community impacts

EXHIBIT

A-1

NET GENERAL FUND SUBSIDY

FY2001-FY2008

CITY OF FRESNO CONVENTION CENTER GENERAL FUND SUBSIDY: FY2001 TO FY2008

	TRANSITION						GENERAL FUND	
	FY 2001 ACTUALS	FY 2002 ACTUALS	FY 2003 ACTUALS	FY 2004 ACTUALS	FY 2005 ACTUALS	FY 2006 ACTUALS	FY 2007 ACTUALS	FY 2008 ACTUALS
OPERATING FUND (FUND 43001)								
OPERATING SUBSIDY								
Operating Subsidy								
Special Events Reimbursement (Up to \$30K)								
Sports Council								
CVB								
Tourism								
City Paid Expenses- Employee transition costs								
City Paid Expenses- Accrued Expenses from FY 2004								
City Paid Expenses- Misc (ID crgs, postage, etc)								
City Paid Expenses - Trane Chiller Rental								
City Paid Expenses - Addtl expenses due to renovations								
Operating Subsidy Subtotal								
FUNDS PAID FOR OPERATION OF CONVENTION CENTER								
Management Fees								
Potential Incentive Fee								
Total Operating								
DEBT SERVICE PAID BY GENERAL FUND (FUND 43010)								
Conf Ctr/Selland Expansion (440301)(2)(3)(4)								
New Exhibit Hall Debt Service (440302)								
CC Improvements Debt Service (440303)								
Total Debt Service								
Total Expenses funded by General Fund								
TOTAL GENERAL FUND SUPPORT (1)								
Room Tax (TOT) Support of Convention Center ⁽⁹⁾⁽⁶⁾⁽⁷⁾								
Additional General Fund Support								
TOTAL GENERAL FUND SUPPORT (1)(8)								
City Run 7-1-2000 to 12-31-2003 (3 1/2 years) Gen Fund Avg Yearly Subsidy								
SMG Run: 1-1-2004 to 6-30-2007 (3 1/2 years) Gen Fund Avg Yearly Subsidy								
TOTAL ROOM TAX								
	7,465,276	7,712,060	8,395,481	8,602,144	8,963,530	9,926,404	10,849,302	10,604,887

Notes:

- ⁽¹⁾ Does not reflect General Fund pay down of deficit fund balances.
- ⁽²⁾ Does not reflect General Fund pay down of deficit fund balances.
- ⁽³⁾ Amounts shown net of \$30k lease with John Q Hammon. Lease revenues applied towards debt service.
- ⁽⁴⁾ FY 2003 and FY 2004 Room Tax Support of Convention Center based upon amounts referenced in the Adopted budget document and supporting notes.
- ⁽⁵⁾ FY 2005 through FY 2008 reflect actual transfers made from the General Fund in support of Convention Center Operations and Debt Service.
- ⁽⁶⁾ For Fiscal Year 2009 going forward Room Tax for in support of Convention Center estimated by taking 75% of the total amount.
- ⁽⁷⁾ Total General Fund Support provided in FY 2001 through FY 2004 was sufficient to cover operations, required debt service and some capital projects.

EXHIBIT

A-2

CITY STAFF REPORT

6-10-2003

Attachment B

City of



REPORT TO THE CITY COUNCIL

AGENDA ITEM NO.
COUNCIL MEETING
APPROVED BY
DEPARTMENT DIRECTOR <i>AT Souza</i>
CITY MANAGER <i>Dawn B. W.</i>

June 10, 2003

FROM: ANDREW T. SOUZA, Assistant City Manager *AT Souza*
SUBJECT: AUTHORIZE CITY MANAGER TO EXECUTE A CONTRACT WITH SMG, SUBJECT TO
CITY ATTORNEY APPROVAL, TO OPERATE AND MARKET THE FRESNO
CONVENTION CENTER FACILITIES

RECOMMENDATION

Staff recommends that the City Council direct the City Manager, or his designee, to execute a contract with SMG, to operate and market the Fresno Convention Center facilities, consistent with the terms and conditions presented in this staff report, and subject to City Attorney approval.

EXECUTIVE SUMMARY

The November 2003 opening of the Save Mart Arena (Save Mart), which resulted in the loss of Fresno State Basketball and Fresno Falcons hockey and along with the fiscal strains facing the City's General Fund have prompted staff to review alternatives for the ongoing viability of the Fresno Convention Center facilities (FCC). The alternatives were analyzed for their ability to allow the City to achieve the following four key goals which are necessary for the ongoing viability of FCC:

- ▶ Reduction of the General Fund subsidy to FCC of over \$6 million per year;
- ▶ Increase event activity at FCC and the Downtown Stadium;
- ▶ Identify ongoing funding sources for the renovation of FCC which are anticipated to range from \$10 to \$12 million; and
- ▶ Improve marketing and operations through increased accountability and performance measurement.

Additionally, any recommended alternative must assure the preservation of opportunities for local businesses and remain sensitive to the value, experience and future of existing FCC employees.

The alternative staff is recommending is to contract with a private company for the operation and marketing of the FCC facilities, including the marketing of convention and community related events. The City has received proposals from two companies, SMG and Global Spectrum, to provide these services. Based upon the assessment of the proposals by the evaluation committee and staff's review of the proposals, staff is recommending the execution of a contract with SMG to provide the above referenced services.

RFP for Sales, Marketing and Operation of Fresno Convention Center
Summary of Proposed Savings in Excess of Debt Service Requirements

Description	FY 04	FY 05	FY 06	FY 07	FY 08	Total
Global Spectrum Proposal						
GF Subsidy Reduction	\$ 340,590	\$ 1,444,760	\$ 1,526,704	\$ 1,565,282	\$ 1,565,822	\$ 6,443,158
Renovation Debt Service (1)	\$ -	\$ 224,900	\$ 980,900	\$ 982,600	\$ 982,900	\$ 3,171,300
Available for Additional General Fund Use	\$ 340,590	\$ 1,219,860	\$ 545,804	\$ 582,682	\$ 582,922	\$ 3,271,858
SMG Proposal Without Sports Commission						
GF Subsidy Reduction	\$ 929,100	\$ 855,385	\$ 1,239,858	\$ 1,437,686	\$ 1,639,773	\$ 6,101,802
Renovation Debt Service (1)	\$ -	\$ 224,900	\$ 980,900	\$ 982,600	\$ 982,900	\$ 3,171,300
Available for Additional General Fund Use	\$ 929,100	\$ 630,485	\$ 258,958	\$ 455,086	\$ 656,873	\$ 2,930,502
SMG Proposal With Sports Commission						
GF Subsidy Reduction	\$ 842,600	\$ 713,385	\$ 1,092,258	\$ 1,284,186	\$ 1,480,133	\$ 5,412,562
Renovation Debt Service (1)	\$ -	\$ 224,900	\$ 980,900	\$ 982,600	\$ 962,900	\$ 3,171,300
Available for Additional General Fund Use	\$ 842,600	\$ 488,485	\$ 111,358	\$ 301,586	\$ 497,233	\$ 2,241,262

(1) Provided by Finance Department.

ATTACHMENT A

EXHIBIT

A-3

CITY STAFF REPORT

11-4-2008



REPORT TO THE CITY COUNCIL

AGENDA ITEM NO. 9:00 a.m. #1

COUNCIL MEETING 11/04/08

APPROVED BY

DEPARTMENT DIRECTOR

CITY MANAGER

A handwritten signature in black ink that reads "Andrew T. Souza".

November 4, 2008

FROM: ANDREW T. SOUZA, CITY MANAGER
Office of the City Manager
SUBJECT: AWARD CONTRACT TO SMG FOR THE OPERATION AND MARKETING OF THE
FRESNO CONVENTION AND ENTERTAINMENT CENTER

KEY RESULT AREA

Economic Development

RECOMMENDATIONS

Staff recommends approval of a ten year Agreement with SMG for the continued operation and marketing of the Fresno Convention and Entertainment Center (FCEC).

EXECUTIVE SUMMARY

In November 2003, the City Council approved a contract with SMG for the operation and marketing of FCEC which will expire in December 2008. [The contract resulted in over \$5 million of General Fund savings that have been used to provide funding for the significant capital improvements that have been made to the FCEC facilities.] Staff from the City Manager's and City Attorney's Offices have worked with SMG to negotiate an agreement for the continued operating and marketing services for the FCEC for the next 10 years. The annual fee to be paid to SMG has remained constant, and provides the City with the right to terminate the agreement if the actual Net Operating Loss/Profit for any year is not equal to or better than the Net Operating Loss/Profit set forth in the Approved Budget for that year. The agreement also calls for the City to make annual payments of \$100,000 during each of the 10 years as a settlement of approximately \$2 million of payments made by SMG for the operation of FCEC during the term of the previous contract that had not been previously approved by the City (see Employee Benefit Cost Payment section below).

SMG continues to be the dominant leader in the facilities management industry, currently operating 215 venues compared to 70 operated by Global Spectrum. This difference in the number of venues operated by SMG has increased during the last five years. Additionally, SMG continues to maintain a significantly larger national marketing operation, and has annual operations which exceed Global Spectrum by more than \$156 million (\$168.8 million compared to \$12.6 million). The strength of SMG marketing efforts has

resulted in Pollstar magazine ranking the Selland Arena and Saroyan Theater in the top 100 venues worldwide based on ticket sales.

BACKGROUND

On November 18, 2003, the City Council awarded the operating and marketing of the Fresno Convention and Entertainment Center (FCEC) to SMG for the period of January 1, 2004 through December 31, 2006, with the option of two one year extensions. SMG has successfully operated the facilities and has booked a multitude of top performers ranging from the Red Hot Chili Peppers to Placido Domingo as well as top Broadway shows. Under the management of SMG, the facility was awarded the "Prime Facilities and Destinations Award" for years 2006 and 2007. During 2007, Pollstar magazine ranked the Selland Arena and Saroyan Theater in the top 100 venues worldwide based on ticket sales.

Since assuming the operating and marketing efforts in 1993, SMG has made significant contributions to the operations and management of the facilities. For example, the Fresno Sports Council, which has been operating since 2005 with SMG, has brought in 108 new events, booked an estimated 65,000 room nights for 2006-2012, and generated an estimated \$787,000 in room tax. SMG has also assisted with the reorganization of the structure of the Fresno Convention and Visitors Bureau and governing Board of Directors. In 2005, SMG leveraged its nationwide relationship with Ticketmaster and worked on behalf of the City of Fresno to renegotiate a contract that includes facility fees on all ticketed events.

Over the last two years SMG has effectively managed the facilities during major renovation efforts which began in June of 2006. During this time, 245 event days could not be booked due to the construction. Impressively the facilities were recognized during this time with the Prime Facilities Destination award and ranked in the top 100 facilities worldwide as referenced above. Phase I of the renovations were completed at a cost of \$18.1 million. Renovation work at the Saroyan Theater included a remodeling of the main lobby, theater back of house, plaza area and the replacement of the roof. The Selland Arena remodel entailed remodeling the back of house, locker rooms, new seats, and a new roof. A new complex chiller was also installed to accommodate all facilities. Currently phase II and III are underway including a roof for Selland Arena, boiler system, air handler, domestic hot water, HVAC, stage rigging, ice floor, scoreboard, sound system, hockey equipment and VIP seating. The total cost for both phases is \$9.9 million.

KEY CONTRACT PROVISIONS:

Length of Agreement:

The term of the agreement is ten years, which is consistent with the length of the agreements for other venues operated by SMG including the Save Mart Center, the Gardens in Bakersfield, and The Long Beach Convention Center. The agreement provides the City with the option of terminating the agreement if the actual Net Operating Loss/Profit for any year is not equal to or better than the Net Operating Loss/Profit set forth in the Approved Budget for that year. The right to terminate for failing to meet the financial budget is a new provision which was not included in the previous agreement.

Base Compensation:

The base compensation to SMG for services is based upon the current fee of an annual fixed fee of \$177,300.00, which amount shall be adjusted upward on the first day of each Fiscal Year following the first complete Fiscal Year starting July 1, 2009 and ending June 30, 2010 ("First Complete Fiscal Year"), by the percentage change in the Consumer Price Index - All Urban Consumers (CPI-U) - West Region - All Items, as published by the Bureau of Labor Statistics of the U.S. Department of Labor (the "Base Fee"), provided that such CPI increase shall not exceed 4.3% in any such Fiscal Year.

Incentive Fee:

In addition to the fees described above, SMG shall be entitled to an annual incentive fee with respect to each Fiscal Year hereunder during the Management Term or Renewal Term based upon its performance with respect to the qualitative criteria set forth within the contract. In no event shall the qualitative incentive fee exceed an amount equal to twenty percent (20%) of the total compensation payable to SMG in such Fiscal Year taking the Base Fee for such year and dividing it by .8, and then subtracting the Base Fee from the result with such resulting number being hereinafter referred to as the "Qualitative Fee Cap":

Client Satisfaction. SMG shall demonstrate quality service to clients of the Facility by above average ratings on exit surveys, the form and procedure of which will be mutually agreed upon by SMG and the Contract Administrator. (up to 5 points)

Community Involvement. SMG personnel will actively participate in programs and organizations within the community on a volunteer basis. (up to 5 points)

Maintenance and Operation. SMG shall demonstrate quality maintenance and operation of the Facility based upon a review by the Owner on a quarterly basis of the condition of the Facility and the equipment therein. (up to 5 points)

Contract Compliance. SMG shall demonstrate compliance with the provisions of this Agreement based upon an annual review by the Owner to be completed no later than the end of each Fiscal Year of a mutually agreed upon checklist of compliance items. (up to 5 points)

Marketing. SMG shall demonstrate compliance with the marketing objectives of the Owner through effective utilization of available resources and shall establish a continuing and cooperative relationship with the Fresno Convention and Visitor's Bureau as described in Paragraph 1(h) of Exhibit "B". (up to 5 points)

At the end of each Fiscal Year, the Contract Administrator will, in its sole and absolute discretion, evaluate and assign a point value, up to the maximum values set forth above, to SMG's performance under each of the criteria above. The amount of the points assigned for such Fiscal Year will be used to calculate the qualitative incentive fee payable to SMG for such year as described below. The qualitative incentive fee for any Fiscal Year shall be an amount equal to the product of (A) the Qualitative Fee Cap for such year, and (B) a ratio whose denominator is 25 and whose numerator equals the number of points earned by SMG for such year in the Owner's discretion as provided above. The parties will meet periodically, as the Owner determines to be reasonably necessary, during the course of each Fiscal Year to provide performance updates and to discuss performance issues.

SMG shall not be entitled to be paid an incentive fee in any Fiscal Year as provided above, if the actual Net Operating Loss/Profit for such year is not equal to or better than the Net Operating Loss/Profit set forth in the Approved Budget for such year.

Annual Budget:

The agreement establishes the budget adopted by the City Council for fiscal Year 2008-2009 as the base budget for the agreement. The following annual budgets that are submitted by SMG each year shall only contain increases in the Operating Expenses to the extent consistent with Actual Cost Increases or the percentage increase represented by the percentage change in the Consumer Price Index -- All Urban Consumers (CPI-U) -- West Region -- All Items, as published by the Bureau of Labor Statistics of the U.S. Department of Labor whichever is less. Any Operating Budget showing increases

In Operating Revenue shall be substantiated with sufficient documentation. The City Manager shall require all relevant data and documentation at his sole discretion to substantiate Revenue or Actual Costs Increases in any submitted budget showing Operating Revenues or Expenses in excess of the Base Budget. All Budgets submitted are subject to approval by the City Manager before their submission to the City Council for its final approval. If the City Manager elects to modify such budgets submitted by SMG, he or she shall notify SMG in writing of such modifications at least ten (10) days prior to his or her submission of such budgets to the City Council for approval. In the event that SMG disagrees with the City Manager's modifications of the annual budget, SMG shall have the right to notify the City Council of its concerns and request a modification to the annual budget.

Within thirty days after the end of each Fiscal Year, the City Council shall notify SMG of any changes to the annual operating budget and the annual cash flow budget for the succeeding Fiscal Year proposed by SMG (or provided by the City Manager with his or her changes, as the case may be). The budgets as finally approved by the City Council shall be the Approved Budget for the following Fiscal Year.

Employee Benefit Cost Payments:

During the current contract term, the City presented the annual budget for FCEC based upon the benchmarks contained in the agreement. Beginning with the second year of operations, SMG submitted to the City Manager's Office a draft budget which exceeded the benchmarks contained in the agreement. After discussing the proposal with SMG, City staff informed SMG that the budget being presented to the City Council, and the cash funding provided to SMG, would be based upon the benchmark amounts which were ultimately adopted by the City Council as per the agreement. During the following three years, SMG operated the facilities consistent with the budget they presented, which resulted in SMG incurring employee benefit costs of approximately \$2 million which were not budgeted by the City, nor were reimbursements from the City requested by SMG during the years that they were incurred.

SMG believes that the City has an obligation to reimburse SMG for these expenses as the funds were spent on the operations of FCEC, that the agreement identifies that SMG is operating FCEC on behalf of the City, and as the expenses were included in financial reports SMG presented to the City, although without direct or indirect concurrence from the City they would be paid. City staff believes that SMG had a specific obligation to operate FCEC within the amounts of the budget adopted by the City Council, and that they were required to request approval from the City prior to spending any funds beyond that which was budgeted.

Staff from the City Manager's and City Attorney's Offices have met numerous times with staff and legal counsel from SMG attempting to resolve this matter without litigation and in such a manner as to retain the services of SMG for the operations of FCEC. The result of these negotiations is a staff recommendation that the City reimburse SMG \$1 million of the amount at the rate of \$100,000 per year during each of the 10 years of the proposed agreement. The reimbursements will be in monthly payments, and will be in addition to the annual operating fee paid to SMG over the life of the agreement. Staff believes this settlement is in the best interest of the City, and the most cost effective way to maintain consistency and the quality services provided over the term of the previous contract. The net present value of the payments is estimated to be \$781,000.

In the event this Agreement terminates due to City's breach, the City shall pay, or cause any successor management company to pay, to SMG the outstanding unpaid amount of the Employee Benefit Cost Payments existing as of such termination. In the event that the City terminates this Agreement due to SMG's failure to perform or comply with any terms of the agreement, the City will continue paying to SMG the Employee Benefit Cost Payments over the remainder of the Amortized Period.

Attachments: Contract
Support Letters

EXHIBIT

B

NET GENERAL FUND SUBSIDY

FY2001 TO FY2014

CITY OF FRESNO CONVENTION CENTER GENERAL FUND SUBSIDY: FY2001 TO FY2014

	CITY MANAGED		TRANSITION		SNG MANAGED									
	FY 2001 ACTUALS	FY 2002 ACTUALS	FY 2003 ACTUALS	FY 2004 ACTUALS	FY 2005 ACTUALS	FY 2006 ACTUALS	FY 2007 ACTUALS	FY 2008 ACTUALS	FY 2009 ACTUALS	FY 2010 ACTUALS	FY 2011 ACTUALS	FY 2012 ACTUALS	FY 2013 AMENDED	FY 2014 ADOPTED
OPERATING FUND (FUND 43001)														
Operating Subsidy														
Operating Events Reimbursement (Up to \$30K)														
Sports Council														
CVB														
Tourism														
City Paid Expenses- Employee transition costs														
City Paid Expenses- Accrued Expenses from FY 2004														
City Paid Expenses- Misc (ID chgs, postage, etc)														
City Paid Expenses - Trane Chiller Rental														
City Paid Expenses - Audit expenses due to renovations														
City Paid Expenses - Ice Floor Consultant														
City Paid Valdez Hall Air Conditioner Repairs														
Operating Subsidy Subtotal														
	0	0	0	0	0	2,599,883	2,389,959	1,702,877	2,050,712	2,106,900	1,403,500	769,818	1,424,500	1,469,700
FUNDS PAID FOR OPERATION OF CONVENTION CENTER														
Management Fees														
Potential Incentive Fee														
Payoff of Employee Benefit Cost Payments														
(\$1 million over 10 years)														
Total Operating														
	0	0	0	0	0	2,749,883	2,524,959	1,951,377	2,225,828	2,273,859	2,384,200	1,681,816	1,103,711	1,764,300
DEBT SERVICE PAID BY GENERAL FUND (FUND 43010)														
Conf Ctr/Sell and Expansion (440301)(2) (3) (4)	2,283,108	2,295,017	2,280,634	2,415,182	1,726,497	1,520,956	1,521,507	1,517,562	1,585,738	3,402,969	415,347	526,170	600,000	
New Exhibit Hall Debt Service (440302)	673,539	1,561,967	1,619,754	1,631,602	1,616,403	1,512,267	2,256,214	2,237,285	2,260,995	2,254,482	2,260,446	2,319,574	2,392,700	2,391,200
CC Improvements Phase I Debt Service (440303)														
CC Improvements Phase II Debt Service (440304)														
CC Improvements Falcons Debt Service (440305)														
Total Debt Service	2,956,647	3,856,984	3,300,388	4,046,784	3,342,900	3,033,223	5,130,247	5,112,463	5,566,830	9,049,851	5,030,943	6,009,910	6,015,900	5,415,400
Total Expenses funded by General Fund	2,956,647	3,856,984	3,300,388	4,046,784	6,092,783	5,568,182	8,991,624	7,338,292	7,890,689	11,434,081	7,712,767	7,062,721	7,780,200	7,229,700
TOTAL GENERAL FUND SUPPORT (1)														
Room Tax (10%) Support of Convention Center ⁽¹⁾⁽²⁾	3,732,638	3,892,470	4,000,000	4,000,000	5,830,408	5,558,182	6,991,624	7,338,282	7,597,575	6,456,832	6,383,572	6,749,127	6,765,500	6,901,500
Additional General Fund Support	750,000	1,352,500	1,537,100	-	-	-	-	303,115	4,977,259	1,349,195	313,594	1,013,700	326,200	
TOTAL GENERAL FUND SUPPORT (1)(8)	4,482,638	5,602,470	5,352,500	5,537,100	5,880,408	5,558,182	6,991,624	7,338,282	7,890,689	11,434,081	7,712,767	7,062,721	7,780,200	7,229,700
TOTAL ROOM TAX (9)	7,465,276	7,712,060	8,395,481	8,602,144	8,983,530	9,926,404	10,449,302	10,604,887	10,116,766	8,609,096	8,484,763	8,998,836	9,022,000	9,202,000
Total Net SF Cost FY2001-2007														
	39,424,922.00													
Total Net SF Cost FY2008-2014														
	56,448,450													

Notes:

⁽¹⁾ Does not reflect General Fund pay down of deficit fund balances.

⁽²⁾ Amounts shown net of \$30K lease with John Q Hammon. Lease revenues applied towards debt service.

⁽³⁾ FY 2010 Debt service paid includes an additional \$1,750,000 for defeasance and prepayment of the 1995 Conference Center Certificates of Participation.

⁽⁴⁾ FY 2011 Debt service shown net of lease: \$137,719 Bond rebate, and \$39,001 RDA payment. FY 2012 debt service shown net of lease and a \$69,140 RDA payment

⁽⁵⁾ FY 2003 and FY 2004 Room Tax Support of Convention Center based upon amounts referenced in the adopted budget document and supporting notes.

⁽⁶⁾ FY 2005 through FY 2008 reflect actual transfers made from the General Fund in support of Convention Center Operations and Debt Service.

⁽⁷⁾ FY 2009 going forward Room Tax for in support of Convention Center estimated by taking 75% of the total amount.

⁽⁸⁾ Total General Fund Support provided in FY 2001 through FY 2004 was sufficient to cover operations, required debt service and some capital projects.

EXHIBIT

C

**FCEC P&L STATEMENT BY VENUE
FOR CALENDAR YEAR 2012**

EXHIBIT 'A-3'

**FRESNO CONVENTION ENTERTAINMENT CENTER
STATEMENT OF PROFIT AND LOSS BY VENUE FOR CALENDAR YEAR ENDING 12/31/12**

	2012 Salland Arena Totals	2012 Convention Center Totals	2012 Saroyan Theatre Totals	Total 2012 Valdez Hall Totals	Totals All Venues
Statistics					
Attendance	256,290	60,503	145,230	52,617	516,640
No. of Performances	66	81	118	50	359
Event Days	74	102	111	57	344
No. Events	44	72	86	42	244
Use Days	88	134	163	68	453
Ice Holding Use Days	148				148
	236	134	163	68	601
Direct Event Income					
Rental Income	655,837	488,812	385,168	145,499	1,675,316
Less Catering Credit		(59,960)	(13,000)	(27,045)	(99,985)
Less Room Nights/Adjustments	(101,491)	(38,745)	(47,233)	(43,159)	(230,828)
Total Rental Income	854,348	390,117	324,935	75,295	1,344,693
Total Services Income	(213,208)	(69,515)	(43,268)	12,943	(313,049)
Total Direct Event Income	341,137	320,602	281,687	88,238	1,031,643
Ancillary Income					
Net Concessions Income	147,787	(3,875)	4,285	(2,113)	146,085
Net Catering Commission Income	18,084	143,142	30,396	53,687	243,290
Net Merchandise Commission Income	1,025		7,025	4,000	12,050
Net Parking Income	127,132	52,342	98,810	45,763	323,846
Net Other Ancillary Income	188,511	38,238	199,571	17,666	443,688
Total Ancillary Income	480,638	229,847	339,890	118,982	1,169,257
Net Event Income	821,675	550,448	621,656	207,220	2,200,900
Other Operating Income	166,516	36,429	87,443	31,681	311,668 Attendance
Adjusted Gross Income	977,191	586,978	708,999	238,900	2,511,988
Indirect Expenses					
Employee Wages & Benefits					2,396,694
Labor and Expenses Allocated					(628,833)
Net Unallocated Wages/Benefits	884,828	207,288	487,518	160,261	1,769,881 Attendance
Contracted Services					
Operations Expenses	4,113	6,263	7,619	3,178	21,174 Use Days
Repairs & Maintenance	46,998	70,039	85,197	38,542	238,775 Use Days
Supplies	57,487	13,486	32,324	11,711	114,988 Attendance
Insurance	49,744	11,852	27,870	10,133	99,469 Attendance
					Use Days (for arena based on 180 ice holding days less 32 game days plus 453 recorded use days)
Utilities	409,878	232,728	283,092	118,100	1,043,764
General and Admin. Expenses	97,361	22,804	54,738	18,832	194,725 Attendance
Management Fee	93,114	21,811	52,356	18,989	186,260 Use Days
Special Event Expenses	14,248	3,338	8,011	2,603	28,500 Actual
Total Indirect Expenses	1,866,758	689,368	1,048,624	400,618	3,695,566
Net Income (Loss)	(878,567)	(2,486)	(339,824)	(161,718)	(1,183,598)

**EXHIBIT
D**

FCEC EVENTS SUMMARY

FY2004 TO FY2012

COMPARING CONVENTION CENTER ACTUAL DATA WITH SMG PERFORMANCE MEASURES

Year	Number Events	Percent Change	Annual Mgt Fee	Percent Change	Event Days Used	Estimated Event Attendance	Number Conventions	SMG Performance Measures New Events	5MG Performance Measures New Conventions
FY2003-04	318				431	740,296	14	-	-
FY2004-05	461	45%	\$ 160,000		663	223,287	31	17	1
FY2005-06	506	10%	\$ 155,000	-3%	1,126	540,962	39	21	2
FY2006-07	424	-16%	\$ 158,500	2%	698	588,770	41	27	3
FY2007-08	488	15%	\$ 168,117	6%	774	706,008	33	31	4
FY2008-09	378	-23%	\$ 173,650	3%	682	542,914	24	34	4
FY2009-10	285	-25%	\$ 177,300	2%	525	507,177	13	-	-
FY2010-11	296	4%	\$ 178,364	1%	507	438,940	14	-	-
FY2011-12	250	-16%	\$ 183,893	3%	517	518,559	14	-	-
FY2012-13	230	-8%	\$ 191,800	4%	326	518,060	16	-	-
Totals	3,636	-13%		19%	6,249	5,324,973	239	130	14

Notes:

1. 5MG started January 1, 2004 and half of FY2003-04 data is 5MG & one half is City run
2. 5MG Performance standards are from 2004 contract with City & do not extend past FY2008-09
3. The above data is from 5MG's May 2013 monthly report to the City
4. Management fee data provided by City Managers Office



FCEC EVENTS REPORT FY SUMMARY

For the Month Ending May 31, 2013

FCEC Actual Events Held by Year

Year	Actual Events Held	Event Days Used	Est. Event Attendance
2003 (Base Year)	318	431	740,296
2004-2005	461	663	223,287
2005-2006	506	1,126	540,962
2006-2007	424	698	588,770
2007-2008	488	774	706,008
2008-2009	378	682	542,914
2009-2010	285	525	507,177
2010-2011	296	507	438,940
2011-2012	250	517	518,559
2012-2013	230	326	518,060
Totals	3,636	6,249	5,324,973

2009 Events Held decrease reflects across the board significant reductions in City of Fresno/Non-Revenues events held.

FCEC Contracted & Tentative Events by Year

Year	Total Events	Contracted Events	Est. Event Days Used	Est. Event Attendance
2012-2013 FY	251	251	415	434,100
2013-2014 FY	49	49	83	74,950
Totals	3,936	300	498	509,050

FCEC Event Types by Year

Event Type	2003-04	2004-05	2005-06	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13
Banquets/Receptions	53	47	67	57	49	34	41	51	39	37
Concerts/Entertainment	19	18	24	20	33	12	19	14	21	17
Conventions/Trade Shows	14	31	28	41	33	24	38	14	14	16
Cultural Performances	44	32	35	37	36	33	31	31	29	28
Family Shows	4	6	5	3	14	5	5	5	5	5
Meetings	45	50	51	35	62	45	42	48	30	37
City Use	23	179	200	110	143	56	20	21	15	13
Public/Consumer Shows	12	16	17	16	24	20	20	21	15	13
School/Community Events	49	37	60	57	45	46	48	56	53	52
Sporting Events	51	45	22	28	47	103	42	44	42	43
Totals	318	461	505	424	488	378	285	296	250	251
Event Type	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21		
Banquets/Receptions	12	6	4	3	1	1	1	0	0	0
Concerts/Entertainment	1	1	1	0	0	0	0	0	0	0
Conventions/Trade Shows	2	6	6	4	1	1	1	1	1	1
Cultural Performances	2	3	1	0	0	0	0	0	0	0
Family Shows	2	0	0	0	0	0	0	0	0	0
Meetings	5	0	0	0	0	0	0	0	0	0
City Use	0	0	0	0	0	0	0	0	0	0
Public/Consumer Shows	3	4	0	1	1	0	0	0	0	0
School/Community Events	9	2	1	0	0	0	0	0	0	0
Sporting Events	4	8	5	1	0	0	0	0	0	0
Totals	49	37	19	10	4	2	2	1		

EXHIBIT

E

**SMG FINANCIAL STATEMENT
FOR PERIOD 7-1-12 TO 5-31-13**

Financial Statements

For Period

7-1-12 thru 5-31-13



FRESNO CONVENTION AND ENTERTAINMENT CENTER/SMG
FISCAL

YEAR ENDING JUNE 30, 2013

FRESNO CONVENTION & ENTERTAINMENT CENTER/SMG

JULY 1, 2012 TO JUNE 30, 2013

INCOME STATEMENT MONTHLY

5/31/2013 **

	ACTUAL 7/1/2012 TO 5/31/2013	PROJECTED \$1/12/2013 TO 6/30/2013	BUDGET FYE 6/30/2013	VARIANCE POSITIVE (NEGATIVE)	PRIOR YEAR ACTUAL FYE 06/30/2012
EVENT INCOME					
DIRECT EVENT INCOME					
RENTAL INCOME	1,285,825	97,184	1,383,009	1,568,343	1,317,813
SERVICE EVENT INCOME	1,095,064	103,135	1,198,199	1,428,569	1,311,458
SERVICE EVENT EXPENSE	(1,407,665)	(129,166)	(1,536,831)	(1,738,407)	(1,719,437)
TOTAL DIRECT EVENT INCOME	<u>973,224</u>	<u>71,153</u>	<u>1,044,377</u>	<u>1,238,505</u>	<u>909,834</u>
ANCILLARY INCOME					
FOOD & BEVERAGE	491,426	25,528	516,954	689,963	(173,009)
NOVELTY SALES	13,736	1,039	14,775	13,101	1,674
PARKING	276,862	22,824	299,686	377,121	(77,435)
TELECOMMUNICATIONS	-	-	-	-	338,898
ELECTRICAL/OTHER ANCILLARY	49,244	3,915	53,159	41,745	-
FACILITY FEES/TM REBATES	325,381	30,640	356,021	470,715	11,414
TOTAL ANCILLARY INCOME	<u>1,156,649</u>	<u>83,946</u>	<u>1,240,595</u>	<u>1,592,645</u>	<u>57,307</u>
TOTAL EVENT INCOME	<u>2,129,873</u>	<u>155,099</u>	<u>2,284,972</u>	<u>2,831,150</u>	<u>450,916</u>
OTHER OPERATING INCOME					
ADJUSTED GROSS INCOME	<u>219,963</u>	<u>17,680</u>	<u>237,643</u>	<u>145,964</u>	<u>1,358,903</u>
2	<u>2,349,836</u>	<u>172,779</u>	<u>2,522,615</u>	<u>2,977,114</u>	<u>2,268,737</u>
INDIRECT EXPENSES					
EMPLOYEE WAGES & BENEFITS	2,224,431	202,574	2,427,005	2,563,137	136,132
OPERATIONS EXPENSES	23,398	1,927	25,325	23,058	2,461,880
REPAIRS & MAINTENANCE	217,916	6,257	224,173	330,591	(2,267)
SUPPLIES	128,823	5,715	134,538	149,248	23,500
INSURANCE	102,147	9,284	111,431	111,452	24,999
GENERAL/ADMINISTRATIVE EXPENSES	165,544	10,618	176,162	137,725	149,436
UTILITIES/TELEPHONE	970,865	80,000	1,050,865	1,112,951	(38,437)
SMG MANAGEMENT FEE	175,813	15,987	191,800	191,800	21
OTHER EXPENSE (SPECIAL EVENTS)	3,000	22,500	25,500	30,000	86,900
LABOR AND EXPENSES ALLOCATED	<u>(601,514)</u>	<u>(56,382)</u>	<u>(657,896)</u>	<u>(719,561)</u>	<u>215,885</u>
TOTAL INDIRECT EXPENSES	<u>3,410,423</u>	<u>298,480</u>	<u>3,708,903</u>	<u>3,930,401</u>	<u>1,087,096</u>
NET INCOME (LOSS)					
	<u>(1,060,587)</u>	<u>(125,701)</u>	<u>(1,186,288)</u>	<u>(953,287)</u>	<u>(1,084,942)</u>

Fresno Convention Entertainment Ctr.
Financial Statement Highlights
For the Ten Months Ending
April 30, 2013

	Year to Date Actual	Year to Date Budget	Variance	Last Year Actual
Attendance	518,060	534,929	(16,869)	489,981
Number of Performances	338	342	(4)	327
Event Days	326	320	6	311
Number of Events	229	244	(15)	229
Use Days	427	448	(21)	404
Gross Ticket Sales	4,709,158	5,563,350	(854,192)	4,968,520
	0	0	0	0
Direct Event Income	973,224	1,139,622	(166,398)	837,617
Ancillary Income	1,156,649	1,487,524	(330,875)	1,309,070
Total Event Income	2,129,873	2,627,146	(497,273)	2,146,687
Other Operating Income	219,963	131,617	88,346	230,714
Adjusted Gross Income	2,349,836	2,758,763	(408,927)	2,377,401
Indirect Expenses	3,410,423	3,580,182	(169,759)	3,431,898
Net Income (Loss)	(1,060,587)	(821,419)	(239,168)	(1,054,497)
Number of Events:	244 events budgeted and 229 held			
Attendance:	Attendance for YTD is 493,804			
Direct Event Income:	Lower than budgeted revenues because of decreased event load			
Ancillary Revenues:	Lower than budget due to lower concessions, novelty & miscellaneous ancillary income			
Other Income:	Higher than budgeted due to event revenue budgeted as negative			
Indirect Expenses:	Employee Wage & Benefits - Lower than budget due to labor cost savings measures Operations Expenses - Higher than budget due to equipment rental Repairs & Maintenance - Lower than budget due to cost savings measures Supplies - Lower than budget due to cost savings measures Insurance - Higher than Budget due to premium adjustment Utilities - Lower than budget due to overall more moderate weather conditions & cost savings measures General & Administrative Expenses - Higher than budget due unanticipated computer and marketing expenses Special Event Expenses - Lower than Budget due to no special event Labor & Expense Allocated - Lower than budget due to labor cost savings measures			
	(113,645)	(169,759)	2,267	(31,024)
			(85,123)	42,437
			(7,984)	(24,500)
			(21)	47,834

Fresno Convention Entertainment Ctr.

Financial Statement Highlights

For the Eleven Months Ending

May 31
, 2013

	Year to Date Actual	Year to Date Budget	Variance	Last Year Actual
Attendance	518,060	534,929	(16,869)	489,981
Number of Performances	338	342	(4)	327
Event Days	326	320	6	311
Number of Events	229	244	(15)	229
Use Days	427	448	(21)	404
Gross Ticket Sales	4,709,158	5,563,350	(854,192)	4,968,520
	0	0	0	0
Direct Event Income	973,224	1,139,622	(166,398)	837,617
Ancillary Income	1,156,649	1,487,524	(330,875)	1,309,070
Total Event Income	2,129,873	2,627,146	(497,273)	2,146,687
Other Operating Income	219,963	131,617	88,346	230,714
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	(113,645)	(169,759)	(2,267)	(85,123)
				(7,984)
				(21)
				(31,024)
				42,437
				(24,500)
				47,834

Fresno Convention & Ent. Ctr./SMG
Balance Sheet
May 31, 2013

ASSETS

Current Assets

Cash	\$	991,330
Accounts Receivable		277,252
Prepaid Expenses		38,382
Inventory Concessions		48,218
Furniture & Fixtures		151,950
Theatre & Concessions Assets		226,599
		<hr/>
Total Current Assets		1,733,731

Total Assets

\$ 1,733,731

LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	\$	1,662,240
Accrued Expenses		57,983
Deferred Income		8,187
Adv. Ticket Sales & Deposits		711,563
Other Current Liabilities		0
		<hr/>
Total Current Liabilities		2,439,973

Equity

Funds Received From City		12,629,771
Retained Earnings		(12,275,426)
Net Income (Loss)		(1,060,587)
		<hr/>
Total Equity		(706,242)
		<hr/>
Total Liabilities and Equity	\$	1,733,731

For Management Purposes Only

Fresno Convention & Ent. Ctr./SMG
Balance Sheet Supporting Schedules
May 31, 2013

Cash and Investments		
Cash Operations	\$	142,664
Cash Ticket Sales Escrow		470,430
Cash Contract Deposit Escrow		218,829
Cash Payroll Account		9,747
Cash Concessions BofA		85,355
Cash Concessions BofA CC		12,450
Cash - Box Office Vault		10,000
Cash - Parking Vault		6,000
Petty Cash - Admin		250
Petty Cash Operations		500
Petty Cash Concessions		300
Petty Cash - Event Services		300
Change Fund Box Office		14,628
Change Fund Concessions		19,877
Total Cash		991,330
Accounts Receivable		
A/R Control		168,358
A/R Food & Beverage		39,006
A/R CoF Special Event Funding		1,579
A/R Ticketmaster		10,445
A/R Consignment Tickets		62,964
Allowance For Doubtful Account		(3,100)
Total Accounts Receivable		277,252
Prepaid Expenses		
Prepaid Maintenance Agreements		19,959
Prepaid Event Expenses		1,074
Prepaid Operations Expense		5,000
Prepaid Subscript/Memberships		9,857
Prepaid Concessions Expense		2,492
Total Prepaid Expenses		38,382
Inventory		
Inventory Concessions		48,218
Total Inventory		48,218
Other Assets		
Furniture & Fixtures		151,950
Concessions Furniture & Equip		31,589
Concessions Assets Other		28,364
Theatre Improvements		166,646
Total Other Assets		378,549
Total Assets	\$	1,733,731

For Management Purposes Only

Fresno Convention & Ent. Ctr./SMG
Balance Sheet Supporting Schedules
May 31, 2013

Accounts Payable		
A/P Control	\$	1,482,820
A/P Sales Tax Concessions		1,928
A/P Payroll		114,022
A/P Other Taxes W/H		11,206
A/P Employee Savings W/H		(1,189)
A/P 401k W/H		(86)
A/P Union Deductions W/H		1,644
A/P Concessions Vendors		39,550
A/P Concessions Other		3,103
A/P COF Phone/Internet		(335)
A/P Event Liability-S Arena		(10,694)
A/P Event Liability-E Hall		5,340
A/P Event Liability-S Theatre		1,720
A/P Event Liability-V Hall		381
A/P Payroll Clearing		8,599
A/P Food & Beverage Clearing		4,231
		<hr/>
Total Accounts Payable		1,662,240
 Accrued Expenses		
Accrued Expenses		1,054
Accrued Vacation		56,929
		<hr/>
Total Accrued Expenses		57,983
 Deferred Income		
Deferred Liability Fees		1,520
Deferred Advtsg Contracts		6,667
		<hr/>
Total Deferred Income		8,187
 Advanced Ticket Sales and Deposits		
Advance Ticket Sales		605,621
Advance Ticket Subscriptions		(91,149)
Advance Ticket Clearing		(11,491)
Advance Deposits		208,582
		<hr/>
Total Adv. Ticket Sales and Deposits		711,563
 Other Current Liabilities		
		<hr/>
Total Other Current Liabilities		0
 Equity		
Funds Received From City		12,629,771
Retained Earnings		(12,275,426)
Net Income/Loss		(1,060,587)
		<hr/>
Total Equity		(706,242)
Total Liabilities and Equity	\$	1,733,731
		<hr/>

For Management Purposes Only

FRESNO CONVENTION & ENTERTAINMENT CENTER/SMG

A/R Control - 0100-0000

May 31, 2013

	<u>06/31/13</u>	<u>%</u>	<u>Collected</u>	<u>06/30/13</u>
Current	43,979.80	35.83%	3,761.53	40,218.27
30 Days	36,288.39	29.56%	30,009.71	6,278.68
60 Days	22,705.29	18.50%	22,406.66	298.73
Over 90 Days	19,770.91	16.11%	11,110.17	8,660.74
Total Per A/R Aging	<u>122,744.39</u>	<u>100.00%</u>	<u>67,287.97</u>	<u>\$55,456.42</u>

Accrue May 13 Invoices posted in June 13	26,873.74	Rev. out in June 2013
Accrue May 13 Parking Revenue posted in June 13	18,740.00	Rev. out in June 2013

Total Per G/L	<u>168,358.13</u>
---------------	-------------------

90 Days-Customers

		<u>Comment</u>
Event Settlement, Bull Breed Coalition Registry Show, 12/8/2012	450.60	Client states did not receive settlement, resent April, 2013
Central California Magazine	1,619.22	Called & emailed Melanie Warner and Terri - no response, gone out of business
Dept. of Homeland Security	85.96	Changed mailing address for client
Jamz Cheer & Dance	753.96	Client is making payments. Most recent was 1/22/13
The Macerich Company - Sponsorship of Fresno Sports Council & FCEC, 6/1/09 to 5/31/10	2,500.00	Invoiced for the entire year and sponsor has requested to pay in quarterly installments, set up a 100% reserve
Media Solutions, American Baptist Association Annual Messengers Meeting, 06/18-21/12	436.00	Client is disputing charge. We are researching
Pardini's Catering--Feb13 Catering Commission	11,110.17	Pd 6/3/13
Spirit Brands Competition Cheer & Dance, 1/21/12 - Cancelled Event - Liquidated Damages	2,600.00	Left message; paying with wire transfer, set up a 100% reserve. Will send wire transfer info on Monday 01/23. Emailed copy of wire instructions, have not heard back
World Financial Group	315.00	Left message; will continue to make contact. Attempting to find another person to contact.
	19,770.91	

Fresno Convention Ent. Ctr./SMG
Statement of Cash Flow
For the Eleven Months Ended
May 31, 2013

	Current Month	Year to Date
Cash Flows from Operating Activities		
Net Income (Loss)	(\$ 142,672.06)	(\$ 1,060,586.12)
Sources (Uses) of Working Capital		
Accounts Receivable	22,086.65	388,753.04
Prepaid Expenses	(8,765.12)	8,346.80
Furniture Fixtures	(27,370.63)	(19,917.74)
Accounts Payable & Accrued Exp	4,346.16	(353,774.28)
Deferred Income	(8,159.13)	(105,800.93)
Advance Deposits & Ticket Sale	337,014.85	(191,951.64)
Other Liabilities	0.00	0.00
Total Adjustments	319,152.78	(274,344.75)
Net Cash Provided by Operations	176,480.72	(1,334,930.87)
Other Sources (Uses) of Cash		
Funding Requests - Operating, CVB & Mgt Fee	15,983.00	1,064,781.95
City of Fresno	15,983.00	1,064,781.95
Net Cash City of Fresno	15,983.00	1,064,781.95
Net Increase (Decrease) in Cash	\$ 192,463.72	(\$ 270,148.92)
Summary		
Cash Balance at End of Period	\$ 991,330.13	\$ 991,330.13
Cash Balance at Beg of Period	(798,866.41)	(1,271,878.74)
Net Increase (Decrease) in Cash	\$ 192,463.72	(\$ 280,548.61)
* Ending Cash Balance Reconciliation		
Unrestricted Cash	302,071	
Restricted Cash	689,259	
Total Ending Cash Balance	991,330	
**Beginning Cash Balance Reconciliation		
Unrestricted Cash	560,298	
Restricted Cash	238,569	
Total Beginning Cash Balance	798,867	

EXHIBIT

F

AGED ACCOUNTS PAYABLE SUMMARY

FOR PERIOD FY2005 TO FY2013 &

MAY 2013 DETAILED REPORT

SUMMARY OF SWIG FINANCIAL STATEMENTS: AGED ACCOUNTS PAYABLE FY2005 THROUGH FY2013

ALL PAYABLES SUMMARY					
Year	Total Accounts Payable At Fiscal Year End	City of Fresno	PG&E	Employee Benefits	SMG Corporate
FY2005	\$ 1,293,924	\$ -			\$1,1464,482
FY2006	\$ 1,351,166	\$ -			\$1,173,466
FY2007	\$ 2,416,482	\$ -			
FY2008	\$ 2,972,200	\$ -			
FY2009	\$ 1,470,681	\$ -			
FY2010	\$ 1,929,918	\$ 607,143	\$ 904,797	\$ 4,762	
FY2011	\$ 2,133,853	\$ 638,228	\$ 1,083,848	\$ 1,937	
FY2012	\$ 2,015,411	\$ 606,683	\$ 975,678	\$ 4,936	
FY2013	\$ 1,662,240	\$ 744,762	\$ 475,627	\$ 911	

CITY OF FRESNO ALL ACCOUNTS PAYABLE SUMMARY							
Utilities	APES	Info Systems	Purchasing	IS Dept	Police	Other	Total City Accounts Payable
\$ 176,838	\$ 250,799	\$ 149,010	\$ 12,979	\$ 2,655	\$ 12,707	\$ 2,155	\$ 607,143
\$ 235,274	\$ 303,372	\$ 128,583	\$ 12,979	\$ 3,550	\$ 2,315	\$ 2,155	\$ 688,228
\$ 190,766	\$ 365,716	\$ 23,538	\$ 12,979	\$ 6,875	\$ 4,654	\$ 2,155	\$ 606,683
\$ 208,211	\$ 470,339	\$ 23,537	\$ 12,979	\$ 16,255	\$ 11,153	\$ 2,288	\$ 744,762

Notes: Financial statements provided by SMG for period FY2005-FY2013 is the source for the above data.

2. FY2013 data is only through 5-31-13, awaiting June 2013 report from SMG

Date	PG&E	Balance	Change	Net
6/30/10	\$ 904,797			
12/31/10	\$ 1,069,450	\$ 164,653		
6/30/11	\$ 1,083,848	\$ 14,398		
12/31/11	\$ 1,080,238	\$ (3,610)		
6/30/12	\$ 975,677	\$ (104,561)		
12/31/12	\$ 975,678	\$ 1		
1/31/13	\$ 602,155	\$ (373,523)		
2/28/13	\$ 691,058	\$ 88,903		
3/31/13	\$ 479,621	\$ (211,437)		
4/30/13	\$ 463,394	\$ (16,227)		
5/31/13	\$ 475,627	\$ 12,233		

) City Transfer of \$350,000 was approved 2-28-2013 but it appears transfer was made in January, 2013

Fresno Convention & Ent. Ctr./SMG
Aged Payables
As of May 31, 2013

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
	9003			540.00		540.00
	8995			300.00		300.00
	8998			300.00		300.00
	8997			360.00		360.00
	8999			360.00		360.00
	9010			660.00		660.00
	9133	600.00				600.00
AMIE01 American Ambulance		600.00		4,560.00		5,160.00
AQU01 Aqua Treat Chemicals	23066	330.68				330.68
650-593-2100						
AQU01 Aqua Treat Chemicals		330.68				330.68
AT&T01 AT&T Broadcasting Lines Larry Clutts 1-800750-2355	5594425865_J 5594425076_J	951.95 58.43				951.95 58.43
AT&T01 AT&T Broadcasting Lin		1,010.38				1,010.38
BAK01 Baker, Manock, & Jensen Douglas Jensen 559.432.5400	14650-2013030 14650-2013040 14650-2013050		244.25 2,195.85	560.50		560.50 244.25 2,195.85
BAK01 Baker, Manock, & Jense		2,195.85	244.25	560.50		3,000.60
BED04 Bedard Controls, Inc 559-271-8990	18948 19002		295.00	295.00		295.00 295.00
BED04 Bedard Controls, Inc		295.00		295.00		590.00
BIG01 Bigfoot	11351	450.00				450.00

Fresno Convention & Ent. Ctr./SMG**Aged Payables****As of May 31, 2013**

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
BIG01 Bigfoot		450.00				450.00
BRO01 Bron Tapes of California Cindy Nunes 510-263-3770	353897		2,229.47			2,229.47
BRO01 Bron Tapes of California			2,229.47			2,229.47
CAL04 California Chamber Of C	875501_June2	399.00				399.00
800.649.4921						
CAL04 California Chamber Of		399.00				399.00
CAS02 Casteck Pest Services	0049164 0049603 0048039		850.00			850.00
559-276-6600		850.00				850.00
CAS02 Casteck Pest Services		850.00	850.00	850.00		2,550.00
CIT04 COF Municipal Utility & S	436487-28178 436487-211386 436487-211814 559.621.6888 436487-290470 436487-211868 436487-211870 436487-21186 436487-28178 436487-211386 436487-211814 436487-211816 436487-211868 436487-211870 436487-212684 436487-290470 436487-28178J 436487-211386 436487-211814		393.90 313.59 97.49 1,802.33 47.88 71.88 62.99 795.31 250.05 81.05 54.18 47.88 71.88 10,818.41 2,062.59 505.43 104.03 65.32		393.90 313.59 97.49 1,802.33 47.88 71.88 62.99 795.31 250.05 81.05 54.18 47.88 71.88 10,818.41 2,062.59 505.43 104.03 65.32	

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Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
	436487-211816			54.18		54.18
	436487-211868			47.88		47.88
	436487-211871			71.88		71.88
	436487-212684			10,421.17		10,421.17
	436487-290470			914.60		914.60
	436487-28178			588.69		588.69
	436487-211386			81.02		81.02
	436487-211814			64.62		64.62
	436487-211816			54.18		54.18
	436487-211868			8,913.56		8,913.56
	436487-211870			71.88		71.88
	436487-211868			59.81		59.81
	436487-211868			47.88		47.88
	436487-211870			71.88		71.88
	436487-28178-			710.83		710.83
	436487-211386			154.42		154.42
	436487-211814			76.38		76.38
	436487-211816			54.18		54.18
	436487-212684			9,852.90		9,852.90
	436487-290470			1,676.27		1,676.27
	436487-28178			1,105.04		1,105.04
	436487-211386			165.18		165.18
	436487-211814			117.31		117.31
	436487-211816			54.18		54.18
	436487-290470			1,301.69		1,301.69
	436487-212684			19,720.55		19,720.55
	436487-211870			71.88		71.88
	436487-211868			47.88		47.88
	438487-212684			4,801.89		4,801.89
	436487-211816			20.77		20.77
	438487-290470			859.33		859.33
	436487-211814			44.29		44.29
	436487-28178-			256.51		256.51
	436487-211386			71.44		71.44
	436487-211870			35.94		35.94
	436487-211868			23.94		23.94
	436487-212684			7,087.07		7,087.07
	436487-211386			199.94		199.94
	436487-211814			54.66		54.66
	436487-211816			27.09		27.09
	436487-28178-			1,363.20		1,363.20
	436487-290470			1,287.81		1,287.81
	436487-211868			23.94		23.94
	436487-211870			35.94		35.94
	436487-211814			43.49		43.49
	436487-211386			67.33		67.33
	436487-28178-			231.26		231.26
	436487-212684			4,334.62		4,334.62
	436487-211818			27.09		27.09
	436487-290470			531.80		531.80
	436487-211868			23.94		23.94
	436487-211870			35.94		35.94
	436487-211814			40.27		40.27
	436487-211386			75.88		75.88
	436487-212684			4,941.16		4,941.16
	436487-211816			27.09		27.09
	436487-28178-			2,508.79		2,508.79
	436487-290470			294.75		294.75
	436487-211868			23.94		23.94
	436487-211870			35.94		35.94
	436487-212684			4,237.19		4,237.19

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Vendor ID Vendor Contact Telephone 1	Invoice/CMI #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
	436487-290470				284.65	284.65
	436487-28178				242.67	242.67
	436487-211814				42.74	42.74
	436487-211816				27.09	27.09
	436487-211386				65.10	65.10
	436487-211870				35.94	35.94
	436487-211868				23.94	23.94
	436487-290470				237.11	237.11
	436487-212684				5,457.33	5,457.33
	436487-211816				27.09	27.09
	436487-28178				1,791.37	1,791.37
	436487-211386				65.83	65.83
	436487-211814				22.38	22.38
	436487-211868				23.94	23.94
	436487-211870				35.94	35.94
	436487-211816				27.09	27.09
	436487-211814				49.45	49.45
	436487-290470				511.70	511.70
	436487-212684				4,977.68	4,977.68
	436487-28178				373.63	373.63
	436487-211386				81.49	81.49
	436487-211870				35.94	35.94
	436487-211868				23.94	23.94
	436487-28178				2,309.52	2,309.52
	436487-211816				27.09	27.09
	436487-290470				1,262.49	1,262.49
	436487-211814				15.17	15.17
	436487-211386				22.64	22.64
	436487-212684				2,792.51	2,792.51
	436487-211870				35.94	35.94
	436487-211868				23.94	23.94
	436487-290470				828.19	828.19
	436487-28178				487.48	487.48
	436487-211386				89.68	89.68
	436487-211814				52.43	52.43
	436487-211816				27.09	27.09
	436487-212684				5,425.40	5,425.40
	436487-211870				35.94	35.94
	436487-211868				23.94	23.94
	436487-211816				27.09	27.09
	436487-28178				2,235.50	2,235.50
	436487-211386				84.17	84.17
	436487-212684				2,220.72	2,220.72
	436487-290470				178.28	178.28
	436487-211814				15.09	15.09
	436487-211868				23.94	23.94
	436487-211870				35.94	35.94
	436487-212684				5,126.27	5,126.27
	436487-290470				473.17	473.17
	436487-28178				493.19	493.19
	436487-211386				85.96	85.96
	436487-211814				50.19	50.19
	436487-211816				27.09	27.09
	436487-211870				35.94	35.94
	436487-211868				23.94	23.94
	436487-28178				1,751.51	1,751.51
	436487-211386				98.55	98.55
	436487-290470				618.08	618.08
	436487-212684				2,317.33	2,317.33
	436487-211814				21.90	21.90
	436487-211816				26.89	26.89

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Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
	436487-211868			23.94		23.94
	436487-211870			35.94		35.94
	436487-211816			27.09		27.09
	436487-290470			853.11		853.11
	436487-211386			108.31		108.31
	436487-211814			54.66		54.66
	436487-28178_			675.39		675.39
	436487-212684			7,830.04		7,830.04
	436487-211868			23.94		23.94
	436487-211870			35.94		35.94
	436487-28178_			2,656.84		2,656.84
	436487-211386			99.01		99.01
	435487-211816			27.09		27.09
	436487-290470			1,292.69		1,292.89
	436487-212684			1,212.78		1,212.78
	436487-211814			9.96		9.96
	211868_Oct11			23.94		23.94
	211870_Nov11			35.94		35.94
	290470_Oct11			528.79		528.79
	211816_Oct11			27.09		27.09
	28178_Oct11			977.18		977.18
	211386_Oct11			91.92		91.92
	211814_Oct11			42.00		42.00
	212684_Oct11			4,738.96		4,738.96
	212684_Nov11			4,017.02		4,017.02
	211814_Nov11			22.62		22.62
	211816_Nov11			27.09		27.09
	211386_Nov11			93.29		93.29
	290470_Nov11			1,670.57		1,670.57
	28178_Nov11			1,580.72		1,580.72
	211870_Jan12			35.94		35.94
	211868_Jan12			23.94		23.94
	28178_Dec11			1,392.81		1,392.81
	211388_Dec11			66.59		68.59
	211816_Dec11			27.09		27.09
	211814_Dec11			34.55		34.55
	290470_Dec11			299.22		299.22
	212684_Dec11			250.06		250.06
	211870_Dec11			35.94		35.94
	211868_Dec11			23.94		23.94
	28178_Jan12			-25.76		-25.76
	211814_Jan12			30.07		30.07
	290470_Jan12			443.73		443.73
	211816_Jan12			27.09		27.09
	212684_Jan12			346.11		346.11
	211386_Jan12			71.01		71.01
	211870_Feb12			35.94		35.94
	211868_Feb12			23.94		23.94
	211868_Mar12			23.94		23.94
	436487-28178_			328.06		328.08
	211386_Feb12			52.66		52.66
	211814_Feb12			32.51		32.51
	211816_Feb12			27.09		27.09
	212684_Feb12			250.06		250.06
	290470_Feb12			368.11		368.11
	211868_March			23.94		23.94
	211870_March			35.94		35.94
	211816_March			27.09		27.09
	212684_March			250.06		250.06
	211386_March			52.46		52.46
	211814_March			32.31		32.31

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Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
	28178_March2				555.83	555.83
	290470_March				575.82	575.82
	211870_May20			35.94	35.94	
	211868_May20			23.94	23.94	
	436487-211814			32.41	32.41	
	436487-211386			66.59	68.59	
	436487-28178			436.24	436.24	
	436487-212684			250.06	250.06	
	436487-290470			430.95	430.95	
	436487-211816			27.09	27.09	
	211870_June2			35.94	35.94	
	211868_June2			23.94	23.94	
	28178_May201			350.85	350.85	
	211386_May20			50.49	50.49	
	212684_May20			250.06	250.06	
	290470_May20			736.04	736.04	
	211814_May20			32.31	32.31	
	211816_May20			27.09	27.09	
	436487-211870			35.94	35.94	
	436487-211868			23.94	23.94	
	211386_June2			58.93	58.93	
	28178_June20			629.85	629.85	
	211816_June2			27.09	27.09	
	211814_June2			32.41	32.41	
	290470_June2			509.43	509.43	
	212684_June2			250.06	250.06	
	211868_Jul12			23.94	23.94	
	211870_Jul12			35.94	35.94	
	212684_July12			250.06	250.06	
	290470_July12			632.63	632.63	
	211814_Jul12			39.28	39.28	
	211816_Jul12			27.09	27.09	
	28178_Jul12			726.62	726.62	
	211386_Jul12			81.05	81.05	
	211870_Sept12			35.94	35.94	
	211868_Sept12			23.94	23.94	
	28178_Aug12			646.93	646.93	
	211386_Aug12			79.65	79.65	
	212684_Aug12			250.06	250.06	
	290470_Aug12			595.41	595.41	
	211814_Aug12			32.31	32.31	
	211816_Aug12			27.09	27.09	
	211868_Octob			23.94	23.94	
	28178_Sep12			772.19	772.19	
	211386_Sep12			78.26	78.26	
	211816_Sep12			27.09	27.09	
	211814_Sep12			34.70	34.70	
	290470_Sep12			706.74	706.74	
	212684_Sep12			250.06	250.06	
	211868_Nov12			23.94	23.94	
	211870_Nov12			35.94	35.94	
	211816_Oct12			27.09	27.09	
	212684_Oct12			250.06	250.06	
	211814_Oct12			32.31	32.31	
	211386_Oct12			101.26	101.26	
	290470_Oct12			962.82	962.82	
	28178_Oct12			720.96	720.96	
	211868_Dec12			23.94	23.94	
	211870_Dec12			35.94	35.94	
	211386_Nov12			91.51	91.51	
	28178_Nov12			618.45	618.45	

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Vendor ID Vendor Contact Telephone 1	Invoice/CMI #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
	212684_Nov12				251.06	251.06
	211816_Nov12				27.09	27.09
	211814_Nov12				32.31	32.31
	290470_Nov12				650.78	650.78
	211868_Jan13				23.94	23.94
	211870_Jan13				35.94	35.94
	211386_Jan13				65.11	65.11
	28178_Dec12				453.32	453.32
	211816_Dec12				27.09	27.09
	211814_Dec12				32.31	32.31
	290470_Dec12				374.23	374.23
	212684_Dec12				250.06	250.06
	211868_Feb13				23.94	23.94
	211870_Feb13				35.94	35.94
	211816_Jan13				27.09	27.09
	211814_Jan13				27.45	27.45
	290470_Jan13				384.44	384.44
	212684_Jan13				238.99	238.99
	211386_Jan20				63.64	63.64
	28178_Jan13				601.18	601.18
	031313_Frosh		2,910.00			2,910.00
	211868_April13	23.94				23.94
	211870_Apr13	35.94				35.94
	290470_Mar13	839.50				839.50
	212684_Mar13	226.33				226.33
	28178_Mar13	275.58				275.58
	211388_Mar13	52.70				52.70
	211814_Mar13	21.89				21.89
	211816_Mar13	27.09				27.09
	211870_Mar13	35.94				35.94
	211868_Mar13	23.94				23.94
	28178_Feb13	269.87				269.87
	211386_Feb13	52.10				52.10
	211814_Feb13	21.89				21.89
	212684_Feb13	226.33				226.33
	211816_Feb13	27.09				27.09
	290470_Feb13	400.32				400.32
	211868_Apr13	23.94				23.94
CIT04		1,183.10	1,401.29	2,910.00	202,717.17	208,211.56
COF Municipal Utility &						
CIT05	20060920-3				45.00	45.00
City of Fresno	20060920-6				45.00	45.00
	20070703				74.97	74.97
559.621.1103	20070711				1,723.91	1,723.91
CIT05					1,888.88	1,888.88
City of Fresno						
CIT09	FIN-0006462				2,666.69	2,666.69
COF Information Systems	FIN-0006456				99.52	99.52
Renee Getty	FIN-0006459				99.52	99.52
559-621-7168	FIN-0006552				2,939.04	2,939.04

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	FIN-0006591				2,939.04	2,939.04
	FIN-0006592				2,939.04	2,939.04
	FIN-0006699				2,939.04	2,939.04
	FIN-0006702				2,939.04	2,939.04
	FIN-0006703				2,939.04	2,939.04
	FIN-0006788				2,939.04	2,939.04
	FIN-0006787				98.68	98.68
CIT09 COF Information Syste					23,537.69	23,537.69
 CIT10 COF Central Printing Divi Beverly Simonson 621.1335	00014				267.16	267.16
 CIT10 COF Central Printing Di					267.16	267.16
 CIT19 COF GSD Purchasing Di	May 2005 20050907 June '05 Phone Aug 05 Phone July 05 Phone 20051101 Sept. 05 phone 20060215 20070315				666.60 8.42 6,276.77 891.66 4,118.76 8.42 974.78 16.84 16.84	666.60 8.42 6,276.77 891.66 4,118.76 8.42 974.78 16.84 16.84
 CIT19 COF GSD Purchasing D					12,979.09	12,979.09
 CIT21 COF APES Fees Corrina Barbarite	T1112508-Phil T1112408-Porg V0410108-E40 T1113108-The T1113208-The A0411008-LiW A0911208-TriCl A0911308-Aust V0910408-Smo T0510408-Miss T1112808-Yout A0910608-Judo E0410009-Los A0910209-Stoc E0910109-APE T1210009APE Z0910009-Bois Z0910109-TriCl T1111709-APE				1,618.50 2,619.00 372.00 1,065.00 1,125.00 3,401.25 1,047.00 934.50 513.00 1,575.75 177.75 504.00 2,754.00 678.75 552.00 198.00 551.25 545.25 1,393.50	1,618.50 2,619.00 372.00 1,065.00 1,125.00 3,401.25 1,047.00 934.50 513.00 1,575.75 177.75 504.00 2,754.00 678.75 552.00 198.00 551.25 545.25 1,393.50

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Vendor ID Vendor Contact Telephone 1	Invoice/CMI #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
T0710009-APE					2,304.00	2,304.00
T1110309-Phil					1,455.75	1,455.75
T1111809-HalH					1,701.75	1,701.75
T1110109Bulld					367.50	367.50
T1110409-Beet					1,593.75	1,593.75
V0910209-Smo					443.25	443.25
E0310909-Vict					337.50	337.50
T1111409-LaB					1,829.25	1,829.25
A09111709-Con					2,331.75	2,331.75
20081130-APE					16,412.25	16,412.25
20081231-APE					10,135.50	10,135.50
20090131-APE					5,607.00	5,607.00
20090228-APE					9,153.75	9,153.75
MAR 09 APES					25,014.00	25,014.00
Apr09 APES Fe					7,030.50	7,030.50
May09 APES F					7,381.50	7,381.50
Jun09 APES F					8,068.50	8,068.50
APES FEE - Jul					4,197.00	4,197.00
APES FEE AU					3,337.50	3,337.50
APES FEE SE					7,131.00	7,131.00
APES FEE Oct					13,227.00	13,227.00
APES FEE Nov					13,469.25	13,469.25
APES FEE Dec					12,353.25	12,353.25
APES FEE Jan					14,856.75	14,856.75
APES FEE Feb					11,207.25	11,207.25
APES FEE Mar					19,917.00	19,917.00
APES FEE Apr					5,260.50	5,260.50
APES FEE May					5,737.50	5,737.50
APES FEE Jun					1.50	1.50
APES FEE Adj					5,000.25	5,000.25
Jan 11 APES F					13,983.00	13,983.00
Mar 11 APES F					23,354.25	23,354.25
Oct 11 APES F					9,866.25	9,866.25
APES Fees 12					13,120.75	13,120.75
APES Fees 01					12,154.50	12,154.50
APES 022912					14,617.50	14,617.50
APES 033112					19,538.50	19,538.50
APES 043012					9,676.00	9,676.00
APES 053112					5,919.25	5,919.25
APES 063012					4,997.50	4,997.50
APES 073112					3,697.00	3,697.00
APES 083112					3,306.25	3,306.25
COF APES Fee					264.00	264.00
COF APES Fee					2,699.00	2,699.00
COF APES FE					4,853.25	4,853.25
APES110112					8,552.25	8,552.25
APES120112					11,099.50	11,099.50
APES010113					7,027.75	7,027.75
APES022813					14,172.50	14,172.50
COF APES 033	20,699.75					20,699.75
COF APES Fee	22,193.00					22,193.00
COF APES FE	6,058.75					6,058.75
CIT21		48,951.50			421,387.75	470,339.25
COF APES Fees						
COF03	20090129-Blea				400.02	400.02
City of Fresno						

Fresno Convention & Ent. Ctr./SMG**Aged Payables****As of May 31, 2013**

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
COF03 City of Fresno						400.02 400.02
COF05 City of Fresno IS Depart	013013_Disney 020813_Rain 020813_Monst 020913_Monst 021713_Herbal 030513_CIFBa 030513_Beauty 030713_YoGab 031713_Wrestli 032913_Monst 033013_Monst 030513_Busine 031013_Wrestli 041013_Insura 041213_Chara 041213_Vicent 041613_Outdo 041913_EOC 042313_FFA 042813_Wrestli					515.00 515.00 150.00 150.00 780.00 780.00 780.00 780.00 1,680.00 1,680.00 300.00 300.00 215.00 215.00 315.00 315.00 2,880.00 2,880.00 780.00 780.00 780.00 780.00 215.00 215.00 2,910.00 2,910.00 30.00 30.00 150.00 150.00 75.00 75.00 150.00 150.00 105.00 105.00 745.00 745.00 2,700.00 2,700.00
COF05 City of Fresno IS Depart		7,080.00	5,270.00	3,905.00		16,255.00
DOS01 DOSH - ERT Unit	E1100197 SA E 1100192 SA E 1100194 SA	225.00 225.00 225.00				225.00 225.00 225.00
916-263-2830		675.00				675.00
DOS01 DOSH - ERT Unit						
ELE01 Electric Motor Shop & Su Derek Stephens 559.650.1153	77583 77483 532167		270.00 448.68	90.00		90.00 270.00 448.68
ELE01 Electric Motor Shop & S		718.68	90.00			808.68
EVE04 Event Lighting	130402	500.00				500.00

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Vendor ID Vendor Contact Telephone 1	Invoice/CMI #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
559-587-9500						
EVE04 Event Lighting			500.00			500.00
FER01 Ferguson Enterprises, Inc	2623631 2623519 053113			34.07 1,236.31 19.06		34.07 1,236.31 19.06
		19.06				
FER01 Ferguson Enterprises, I		19.06		1,270.38		1,289.44
FLU01 Fluoresco Lighting & Sign Joanne Parvin 559-221-7273	82363400	285.00				285.00
FLU01 Fluoresco Lighting & Si		285.00				285.00
FRE04 Fresno Police Department Hal Hansen 559.621.2359	31320 41319 41329 51339		1,588.50 3,870.48 2,013.96		3,680.60 1,588.50 3,870.48 2,013.96	3,680.60 1,588.50 3,870.48 2,013.96
		2,013.96				
FRE04 Fresno Police Departme		2,013.96	5,458.98		3,680.60	11,153.54
FRE34 Fresno Backline Allen 559-226-4881	032613_Shrek			375.00		375.00
FRE34 Fresno Backline			375.00			375.00
FRE48 Fresno Plumbing & Heat	Z121130				16.55	16.55
559-292-4065						
FRE48					16.55	16.55

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Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
Fresno Plumbing & Heating						
GLI01 Glidden Professional Paint	038201006212 038201006514 038201006542 559-268-6677			477.71 662.20 303.03 90.91		477.71 662.20 303.03 90.91
GLI01 Glidden Professional Paint		90.91			1,442.94	1,533.85
GRA01 Grainger Daniel 559.233.5707	9100239087			337.19		337.19
GRA01 Grainger				337.19		337.19
HAV01 Haven's Alarms, Locks, &	90947 02131302		61.79	140.00		140.00 61.79
559-432-7600						
HAV01 Haven's Alarms, Locks,		61.79		140.00		201.79
HOM02 HD Supply Facilities Main	9121324722 9121324724 Sharon Baccus 800.798.8888 X7342		60.60	96.27 542.14		96.27 542.14 60.60
HOM02 HD Supply Facilities Main		60.60		638.41		699.01
HON01 Honeywell International	5225574302 5225863541 Duane Lisenbe 866.846.0975		1,238.45		5,326.23	5,326.23 1,238.45 1,238.45
HON01 Honeywell International		1,238.45	1,238.45		5,326.23	7,803.13

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Vendor ID Vendor Contact Telephone 1	Invoice/CMI #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
IND01 Industrial Waste & Salv 559-233-1159	321897			203.25		203.25
IND01 Industrial Waste & Salv				203.25		203.25
INT01 International Assoc. of As Gina Brydson (972) 538-1008	45632_April13		450.00			450.00
INT01 International Assoc. of		450.00				450.00
J'S01 J's Communications, Inc. Randy Emerzian 559.435.6619	N13-971		2,110.00			2,110.00
J'S01 J's Communications, In		2,110.00				2,110.00
JER01 Jerico Fire Protection Ron Brown - Sales 559.255.6446	D30278			800.00		800.00
JER01 Jerico Fire Protection				800.00		800.00
JOR01 Jorgensen & Co Janice Jorgensen 559.268.6241	5345884		688.51			688.51
JOR01 Jorgensen & Co		688.51				688.51
JSA01 Jeffrey Scott Advertising 559.268.9741	050213	1,303.97				1,303.97

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Vendor ID Vendor Contact Telephone 1	Invoice/CMI #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
JSA01 Jeffrey Scott Advertisin		1,303.97				1,303.97
KAM02 Kamation	1357				2,355.16	2,355.16
KAM02 Kamation					2,355.16	2,355.16
LAN01 La Notte Refrigeration, In Frank 559-277-1860	23008	284.51				284.51
LAN01 La Notte Refrigeration, I		284.51				284.51
LIG01 Rusty Rocca Rusty Rocca 559-274-1949	2346	448.79				448.79
LIG01 Rusty Rocca		448.79				448.79
LIV01 Live Light Entertainment Janet Kramp 559.453.1618	23615	1,800.00				1,800.00
LIV01 Live Light Entertainmen		1,800.00				1,800.00
LOO01 Loomis, Fargo, & Co.	11247499 11262780		13.51			13.51 267.84
916-431-4566		267.84	13.51			281.35
LOO01 Loomis, Fargo, & Co.						

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Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
MAR01 Marsh USA, Inc. 215.246.1000	WC_May2013	12,962.00				12,962.00
MAR01 Marsh USA, Inc.		12,962.00				12,962.00
MCQ01 McQuay International MCQ01 McQuay International	2594097		1,471.02			1,471.02
		1,471.02				1,471.02
MED03 Media Solutions, Inc. Vincent 559-977-5774 03950 03953 03973 03965 03999 04000 04013 04021 00009 00004			225.00 125.00 375.00 4,220.00 700.00 575.00 100.00 200.00 225.00 275.00			225.00 125.00 375.00 4,220.00 700.00 575.00 100.00 200.00 225.00 275.00
MED03 Media Solutions, Inc.		700.00	1,375.00	4,945.00		7,020.00
MEG01 Mega Prints Billing Donna 559-261-1930 MEG01 Mega Prints	22770		4,535.98			4,535.98
		4,535.98				4,535.98
OFF01 Office Depot Carol McDonnell 800.334.9255 X-250 1553767106 1568825990			151.01			47.02 151.01
OFF01 Office Depot		151.01		47.02		198.03

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Filter Criteria Includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

Vendor ID	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
Vendor						
Contact						
Telephone 1						
PAR02	39			128.49		128.49
Pardin's Concessions	20080701-MMA			161.96		161.96
Angelina Bingham	C-12			242.82		242.82
559-445-8135	C-13			45.00		45.00
	C-21			75.00		75.00
	C-25			251.05		251.05
	C-26			75.00		75.00
	A-115			232.78		232.78
	A-116			131.63		131.63
	A-117			131.63		131.63
	C-27			288.05		288.05
	C-28			220.70		220.70
	C-29			75.00		75.00
	C-30			22.50		22.50
	C-32			257.70		257.70
	C-33			294.65		294.65
	C-34			228.90		228.90
	C-35			60.00		60.00
	C-37			392.75		392.75
	C-36			252.55		252.55
	C-38			356.05		356.05
	A-131			125.00		125.00
	C-42			50.23		50.23
	A-118			150.00		150.00
	C-43			1,449.20		1,449.20
	C-44			8.70		8.70
	A-153			459.00		459.00
	C-49			60.00		60.00
	C-53			102.50		102.50
	C-45			339.66		339.66
	C-46			298.95		298.95
	C-47			201.20		201.20
	C-48			280.50		280.50
	C-50			210.60		210.60
	C-51			296.05		296.05
	C-52			282.90		282.90
	C-54			294.55		294.55
	C-55			291.00		291.00
	C-56			284.15		284.15
	C-63			133.00		133.00
	C-58			282.30		282.30
	C-59			317.40		317.40
	C-60			291.95		291.95
	C-61			275.45		275.45
	C-62			265.60		265.60
	C-57			105.00		105.00
	C-64			300.10		300.10
	C-65			334.15		334.15
	C-66			208.75		208.75
	C-67			299.65		299.65
	C-68			288.95		288.95
	C-75			210.00		210.00
	C-71			208.70		208.70
	C-70			274.45		274.45
	C-72			210.50		210.50
	A-171			50.00		50.00
	C-73			267.30		267.30

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Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
	C-74			305.45		305.45
	C-77			292.60		292.60
	C-76			322.80		322.80
	C-78			189.00		189.00
	C-79			125.00		125.00
	A-179			360.00		360.00
	C-80			45.00		45.00
	C-81			529.20		529.20
	C-85			838.31		838.31
	C-84			106.75		106.75
	C-89			133.00		133.00
	C-86			158.65		158.65
	C-87			123.70		123.70
	C-88			91.80		91.80
	C-90			158.30		158.30
	C-91			160.75		160.75
	C-92			130.75		130.75
	C-93			151.15		151.15
	C-94			162.65		162.65
	C-95			183.60		183.60
	C-105			182.00		182.00
	C-96			153.95		153.95
	C-97			138.70		138.70
	C-100			107.25		107.25
	C-101			143.95		143.95
	C-99			100.00		100.00
	C-102			53.10		53.10
	C-103			142.65		142.65
	C-104			119.60		119.60
	C-112			252.00		252.00
	C-106			158.85		158.85
	C-107			129.60		129.60
	C-108			147.90		147.90
	C-109			123.25		123.25
	C-110			98.90		98.90
	C-111			110.10		110.10
	A-204			42.40		42.40
	C-113			162.15		162.15
	C-114			134.05		134.05
	C-115			135.25		135.25
	C-116			136.75		136.75
	C-117			56.20		56.20
	C-119			158.20		158.20
	C-120			173.05		173.05
	C-125			21.00		21.00
	C-123			105.00		105.00
	C-124			9.10		9.10
	C-126			47.00		47.00
	A-229			100.00		100.00
	C-127			15.80		15.80
	C-129			112.00		112.00
	A-236			405.00		405.00
	C-130			154.00		154.00
	C-131			322.00		322.00
	C-132			266.00		266.00
	C-133			250.00		250.00
	C-135			91.00		91.00
	C-136			105.00		105.00
	C-134		94.00			94.00
	A-251		580.00			580.00
	C-138	99.50				99.50

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Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
	C-139		20.16			20.16
	C-137		307.66			307.66
PAR02 Pardini's Concessions		427.32	674.00	23,162.86	24,284.18	
PAR07 Paramount Pest & Termite	1303-02683		308.00			308.00
Doug Harvill - Mgr. 559-277-4333	1304-02701		308.00			308.00
	1305-02707	308.00				308.00
PAR07 Paramount Pest & Term		308.00	308.00	308.00	924.00	
PGE01 Pacific Gas & Electric	4031930557-5			17,184.41		17,184.41
800-468-4743	5490263797-1			58,788.81		58,788.81
	4031930557-5			13,241.77		13,241.77
	5573597125-5			95.29		95.29
	5490263797-1			48,353.65		48,353.65
	5490263797-1			45,744.87		45,744.87
	5531960461-8			9,201.29		9,201.29
	4948597165-6			3,720.88		3,720.88
	8958990629-9			916.07		916.07
	8917323965-1			5,979.33		5,979.33
	4031930557-5			12,780.91		12,780.91
	9000657293-8			1,902.79		1,902.79
	5573597125-5			111.99		111.99
	8917323965-1			3,170.94		3,170.94
	8958990629-D			987.90		987.90
	4948597165-6			3,958.23		3,958.23
	5490263797-1			50,937.30		50,937.30
	4031930557-5			16,810.08		16,810.08
	5573597125-5			98.39		98.39
	4031930557-5	21,865.43			21,865.43	
	5490263797-1	45,662.09			45,662.09	
	8958990629-9	897.23			897.23	
	9000657293-8	268.15			268.15	
	8917323965-1	1,955.78			1,955.78	
	4948597165-6	5,821.07			5,821.07	
	5573597125-5	80.18			80.18	
	5531930461-8	6,125.95			6,125.95	
	8958990629-9	1,082.35			1,062.35	
	8917323965-1	1,087.22			1,087.22	
	4031930557-5	32,200.95			32,200.95	
	5573597125-5	69.73			69.73	
	5531930461-8	1,849.22			1,849.22	
	5490263797-1	53,544.87			53,544.87	
	4948597165-6	9,152.34			9,152.34	
PGE01 Pacific Gas & Electric		98,966.68	82,675.88	293,984.90	475,627.46	

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Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
PIT01 Pitney Bowes - Term Ren	8335648-MR13		354.09			354.09
800-288-2357						
PIT01 Pitney Bowes - Term Re			354.09			354.09
PIT02 Pitney Bowes - Purchase	34032683202 34032683202		741.92 73.29			741.92 73.29
800.243.7824						
PIT02 Pitney Bowes - Purchas			815.21			815.21
POL01 Pollstar Paul S. Fountaine 559.271.7900	7378_2013	489.00				489.00
POL01 Pollstar		489.00				489.00
PRE08 Premier Bride	080612			549.00		549.00
559-435-8888						
PRE08 Premier Bride				549.00		549.00
PRI05 Pride Staff	IVC020000712	4,900.00				4,900.00
559-432-2022						
PRJ05 Pride Staff		4,900.00				4,900.00
PUB02 Public Service Broadcasti	12408		1,100.00			1,100.00

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Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
PUB02 Public Service Broadca				1,100.00		1,100.00
QUI01 Quinn Rental Service c/o 805.922.3529 x208	WON50000847 P5374401 FINA00180942	63.86		2,301.85		1,955.59 2,301.85 63.86
QUI01 Quinn Rental Service c/		63.86		2,301.85	1,955.59	4,321.30
RAN01 Rand Machine Works 559-233-1608	7363 7489 7312		190.00		844.16	844.16 190.00 235.00
RAN01 Rand Machine Works		235.00	190.00		844.16	1,269.16
SMG01 SMG Corporate	065842 066177 066460 063264		75.00 438.15 19.21		459.00	459.00 75.00 438.15 19.21
SMG01 SMG Corporate		19.21	513.15	459.00		991.36
STA06 Strategic Mechanical 559-291-1952	15081 15065				1,487.42 4,252.00	1,487.42 4,252.00
STA06 Strategic Mechanical					5,739.42	5,739.42
STA14 Staples 888-753-4110	3193042146 3193042144 3193042145 3192598180 3193432471 3194093927 3194093928 3194824925 3196259617				179.13 76.39 95.93 915.66 182.16 689.90 123.34 139.32 325.71	179.13 76.39 95.93 915.66 182.16 689.90 123.34 139.32 325.71

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Vendor ID Vendor Contact Telephone 1	Invoice/CMI #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
	3195679451		137.01			137.01
	3195679450		432.89			432.89
	3197535650		384.09			384.09
	3200660831	1.85				1.85
	3200660830	34.59				34.59
	3200660829	36.31				36.31
STA14 Staples		72.75	1,419.02	813.24	1,449.27	3,754.28
SUB01 Suburban Propane	26585		217.87			217.87
Diana/John D 559.486.2770	59483		44.00			44.00
	LC_040113		16.00			16.00
	26982		154.08			154.08
	78656		44.00			44.00
	222520		246.44			246.44
	170705	158.63				158.63
	97864	44.00				44.00
	LC_053113	19.91				19.91
SUB01 Suburban Propane		222.54	460.52	261.87		944.93
TEN02 Tennant Sales & Service	911564139		208.56			208.56
Terry Berger 1-800-553-8033						
TEN02 Tennant Sales & Servic		208.56				208.56
THY01 Thyssenkrupp Elevator	1090126322			47.28		47.28
Pam Williams 916.376.8700	1090128377		383.00			383.00
	1090128216		954.81			954.81
	1090127886		47.28			47.28
	1090128573		6,193.63			6,193.63
	1090126612	954.81				954.81
	1090129804	954.81				954.81
	1090129531	47.28				47.28
THY01 Thyssenkrupp Elevator		1,956.90	7,195.72	383.00	47.28	9,582.90
TOS01 Toshiba Financial Service	58570683		1,726.68			1,726.68
	58720133		1,726.68			1,726.68
	58859636		1,726.68			1,726.68

Fresno Convention & Ent. Ctr./SMG
Aged Payables
As of May 31, 2013

Filter Criteria includes: 1) includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

Vendor ID Vendor Contact Telephone 1	Invoice/CMI #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
TOS01 Toshiba Financial Servi		1,726.68	3,453.36			5,180.04
TRA01 Trane Service Group	31603552 31603555 31781690 559.271.4625 x1108 31815964 31815965 31815969 31815979 31933388 31933396 31940329 31991867			997.00		3,991.25 7,213.50 997.00 4,280.00 1,837.50 4,645.00 6,081.25 7,430.00 4,111.25 669.25 514.00
TRA01 Trane Service Group		12,724.50	16,843.75	997.00	11,204.75	41,770.00
VAL18 Valley Coffee- #101226	155254 156768 157794 559-434-0965 157795 158791 160207 160208 162429 162428 162655		116.20 51.45 232.75 40.00 196.20 5.00 26.50 30.00 353.90 59.80			116.20 51.45 232.75 40.00 196.20 5.00 26.50 30.00 353.90 59.80
VAL18 Valley Coffee- #101226		443.70	668.10			1,111.80
VAL19 Valley Coffee, Event Serv	150354 151573 153504 559-434-0965 154208 156769 160597 161816 164353 164954			85.32 127.26 46.50 41.50 16.50 16.50 51.50 110.30	51.50	51.50 85.32 127.26 46.50 41.50 16.50 51.50 110.30
VAL19 Valley Coffee, Event Ser		178.30	58.00	259.08	51.50	546.88
VER01 Verizon Wireless	9704672517	1,192.50				1,192.50

Fresno Convention & Ent. Ctr./SMG**Aged Payables****As of May 31, 2013**

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
800.922.0204						
VER01 Verizon Wireless		1,192.50				1,192.50
VER02 Vern's Heating Plumbing Roy 559-228-8376	141199 141534 142646		89.00		155.75	155.75 89.00 89.00
VER02 Vern's Heating Plumbin		89.00	89.00	155.75		333.75
WAX01 Waxie Sanitary Supply Kurt Lang 1-800-544-8054	73876369 73879887 73885288 73890310 73945380		155.54 4,902.16 15.15 37.88 3,897.56			155.54 4,902.16 15.15 37.88 3,897.56
WAX01 Waxie Sanitary Supply		3,897.56	5,110.73			9,008.29
WES04 Western Lightsource, Inc. Joyce Havens 559.453.9231	581390 581497 580785 583382 583426		747.14 463.30 380.94 381.09 150.26			747.14 463.30 380.94 381.09 150.26
WES04 Western Lightsource, In		531.35	380.94	1,210.44		2,122.73
WHO01 Wholesale Equipment/Va Lisa Montgomery 800-969-5532	01S7014670 FC130331 01R7059550 01S7059450 FC130430 FC130531		487.56 6.85 664.07 201.74 7.01 7.09			487.56 6.85 664.07 201.74 7.01 7.09
WHO01 Wholesale Equipment/V		14.10	865.81	494.41		1,374.32
WOL01 Zoom Imaging Solutions 559.275.7086	1158901 1166581 1171131 1177539			25.00 1,027.45 21.59 774.88		25.00 1,027.45 21.59 774.88

Fresno Convention & Ent. Ctr./SMG
Aged Payables
As of May 31, 2013

Filter Criteria includes: 1) Includes Drop Shipments. Report order is by ID. Report is printed in Detail Format.

Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
	1182093		13.27			13.27
	1189896		776.99			776.99
	1190231		17.09			17.09
	1199729	802.24				802.24
WOL01 Zoom Imaging Solution		802.24	807.35	774.88	1,074.04	3,458.51
YOS01 Yosemite Linen Supply George Melikian, CSM 559.233.2854	S0223340 S0243161 S0242964 S0240770 S0243311 S0243570 S0244960 S0246057 S0245065 S0246392 S0246719 S0246595 S0245756 S0247028 S0247214 S0247815		67.51 52.49 27.90 365.15 164.95 67.99 64.52 190.73 74.94 50.48 36.17 52.98 26.68 91.09 89.38		-0.01	-0.01 67.51 52.49 27.90 365.15 164.95 67.99 64.52 190.73 74.94 50.48 36.17 52.98 26.68 91.09 89.38
YOS01 Yosemite Linen Supply		1,302.96	120.00		-0.01	1,422.95
ZAM01 Frank J Zamboni & Co., I 562-633-0751	46123			44.01		44.01
ZAM01 Frank J Zamboni & Co.,				44.01		44.01
Report Total		202,615.59	184,404.14	30,205.81	1,028,835.08	1,426,060.60

EXHIBIT

G

**COMPARING APPROVED BUDGET DATA TO
ACTUAL YEAR END DATA
FOR PERIOD FY2004 TO FY2013**

SMG BUDGET VS. ACTUAL DATA COMPARISON: FY2005 TO FY2013

Year	Approved Budget	Actual Data At Year End	Variance	Percent Change	SMG Mgt Fee	Percent Change	Missed Budget Benchmark	Operating Fund Appropriation	Bond Mid Year Appropriation	Bond Mid Year Notes
FY2005	\$ (1,186,692)	\$ (2,476,847)	\$ (1,290,155)	108.72%	\$ 160,000	-2.26%	Yes			
FY2006	\$ (2,404,642)	\$ (1,960,096)	\$ 444,546	-18.49%	\$ 155,000	No				
FY2007	\$ (2,332,739)	\$ (2,535,613)	\$ (202,874)	8.70%	\$ 158,500	2.21%	Yes			
Fy2008	\$ (2,051,915)	\$ (2,223,379)	\$ (171,464)	8.36%	\$ 168,117	5.72%	Yes	\$ 605,000	\$ 2,000,000	1,2,3
FY2009	\$ (1,039,966)	\$ (1,544,226)	\$ (504,260)	48.49%	\$ 173,650	3.19%	Yes			
FY2010	\$ (1,070,000)	\$ (1,026,267)	\$ 43,733	-4.09%	\$ 177,300	2.06%	No			
FY2011	\$ (975,776)	\$ (957,806)	\$ 17,970	-1.84%	\$ 178,364	0.60%	No			
FY2012	\$ (959,264)	\$ (1,081,942)	\$ (122,678)	12.79%	\$ 183,893	3.01%	Yes			
FY2013	\$ (953,287)	\$ (1,186,288)	\$ (233,001)	24.44%	\$ 191,800	4.12%	Yes	\$ 350,000	\$ 1,750,000	4
Totals	\$ (12,974,281)	\$ (14,992,464)	\$ (2,018,183)	20.79%	\$ 1,546,624	2.33%		\$ 955,000	\$ 3,750,000	5
Yrly Avg										

Total of FY2005-FY2008: \$ (1,219,947)

6

Source: FCEC Budget to Actual financial statements spreadsheet prepared by City Manager's office
Staff reports submitted by City Manager's office

- Notes:**
1. On 11-6-2007 Council approved a resolution to appropriate \$2,000,000 for FCEC capital improvements
 2. On 4-8-2008 Council approved a resolution to appropriate \$100,000 to FCEC for marketing costs
 3. On 2-26-2008 Council approved a resolution to appropriate \$505,000 to FCEC for reimbursement of consulting costs
 4. On 6-28-2010 Council approved resolution to appropriate \$1,750,000 to FCEC to fund bond defeasance
 5. On 2-28-2013 Council approved resolution to appropriate \$350,000 to FCEC for past due PG&E bill
 6. SMG claimed cost overruns from 1-1-2004 through 12-31-2008 (4 years) of \$2.0 million & this figure shows the combined budget shortfall

EXHIBIT

H-1

SECTION 7.5 OF SMG-CITY

1-1-2004 CONTRACT

guests, or as a part of the sales price of any goods, services, or displays, such as gross receipts, admission, cabaret, or similar or equivalent taxes, nor any gratuities collected (or to be collected) for the benefit of and paid to any of Operator's personnel. Further, such Revenues do not include monies collected (or to be collected) for the benefit of and paid to third parties such as event promoters; parking income from any future Facility multi-level parking structure, unless Operator is requested by City to operate such structure; rent paid under the "Sublease Agreement Relating to Convention Facility" listed in Exhibit "A" except to the extent of any increase of rent due solely to the leasing of additional space within the Robert A. Schoettler Conference Center of the Facility during the life of this Agreement..

Section 7.4. Gross Revenues. Except as otherwise provided in this Agreement, included in gross revenues for the Facility are all revenues that are generated from the operation of Facility within the Operating Term and any extension.

Section 7.5. Approval of Operating Budget. Operator shall have an Operating Budget effective July 1st of each Fiscal Year. Operator shall not exceed, commit or contract to expend any sums in excess of the amounts allowed in the Operating Budget for Operating Expenses without the approval of the Contract Administrator. If extraordinary events occur during any Fiscal Year which could not reasonably be contemplated at the time the corresponding Operating Budget was prepared, Operator may submit a resolution, in accordance with City procedures, amending such budget for review and approval or denial by City Council. Operator agrees to immediately report in writing to City Council any significant change or variance in the Operating Budget, and any change to the total expenses (as opposed to any particular line item expense) from that provided for in the Operating Budget (unless such change or variance is a result of, or offset by, a corresponding increase in Revenues).

Section 7.6. Operator Capital Contribution. Upon the Effective Date, Operator shall provide to City the sum of \$350,000 ("Operator Capital Contribution"), which amount will be allocated (i) for subsidization of mutually agreed marketing initiatives involving the Facility (\$50,000); and (ii) for use by City in City's sole discretion (\$300,000).

ARTICLE 8 PROCEDURE FOR HANDLING INCOME

Section 8.1. Event Operating Account. Ticket sale revenues and similar event-related revenues which Operator receives in contemplation of or arising from an event pending completion of the event shall be deposited by Operator as soon as practicable upon receipt (but not less often than once each business day, and in any event within 1 business day of receipt) into the Event Operating Account or such other interest-bearing account in a local qualified public depository as the City shall direct. Such

EXHIBIT
H-2
AGED ACCOUNTS PAYABLE REPORTS
FOR PERIODS 6-30-2008 & 12-31-2008

FRESNO CONVENTION & ENTERTAINMENT CENTER / SMG
 A/P SMG Corporate - 1050-000
 June 30, 2008

	<u>06/30/08</u>	<u>%</u>
Current	82,456.86	4.09%
30 Days	2,382.24	0.12%
60 Days	0.00	0.00%
Over 90 Days	1,932,055.47	95.79%
	<u>2,016,894.57</u>	<u>100.00%</u>
Per G/L	(2,033,900.56)	
Variance	(17,005.99)	(6,228.21) Accrue Jun08 MVP (10,777.78) To Accrue General Liability Audit Adjustment for FYE 6/30/08
		<u>(17,005.99)</u>

DETAILS OF BALANCE:

	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
Workers Comp	13,252.12	0.00	0.00	538,672.90	551,925.02
National (E&O)	0.00	0.00	0.00	0.00	0.00
Federal (Gen Liab)	66,078.00	0.00	0.00	220,425.00	286,503.00
Crime Coverage	0.00	0.00	0.00	0.00	0.00
401K	0.00	0.00	0.00	305,532.85	305,532.85
Health Insurance	0.00	0.00	0.00	770,905.93	770,905.93
Health Insurance Adj	0.00	0.00	0.00	45,260.72	45,260.72
Mystery Shopper	0.00	0.00	0.00	11,297.46	11,297.46
MVP-Promoters Liability	3,111.36	2,382.24	0.00	32,590.61	38,084.21
Other	15.38	0.00	0.00	7,370.00	7,385.38
	82,456.86	2,382.24	0.00	1,932,055.47	2,016,894.57

BALANCES BY VENDOR:

	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
AON Risk Services, Inc.	0.00	0.00	0.00	412,874.90	412,874.90
Marsh USA, Inc.	79,330.12	0.00	0.00	346,223.00	425,553.12
SMG Corporate	3,126.74	2,382.24	0.00	1,172,957.57	1,178,466.55
	82,456.86	2,382.24	0.00	1,932,055.47	2,016,894.57

FRESNO CONVENTION & ENTERTAINMENT CENTER / SMG

A/P SMG Corporate 1050-000

December 31, 2008

	<u>12/31/08</u>	<u>%</u>
Current	10,131.00	0.84%
30 Days	1,506.24	0.13%
60 Days	312.48	0.03%
Over 90 Days	1,189,041.87	99.01%
	<u>1,200,991.59</u>	<u>100.00%</u>
Per G/L	(1,211,769.37)	
Variance	(10,777.78)	(10,777.78) To Accrue General Liability Audit Adjustment for FYE 6/30/08
		<u>(10,777.78)</u>

DETAILS OF BALANCE:

	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
Workers Comp	10,131.00	-	-	0.12	10,131.12
National (E&O)	-	-	-	-	0.00
Federal (Gen Liab)	-	-	-	-	0.00
Crime Coverage	-	-	-	-	0.00
401K	-	-	-	305,532.85	305,532.85
Health Insurance	-	-	-	770,905.93	770,905.93
Health Insurance Adj	-	-	-	45,260.72	45,260.72
Mystery Shopper	-	-	-	11,297.46	11,297.46
MVP-Promoters Liability	-	1,506.24	312.48	43,419.41	45,238.13
Other	-	-	-	12,625.38	12,625.38
	<u>10,131.00</u>	<u>1,506.24</u>	<u>312.48</u>	<u>1,189,041.87</u>	<u>1,200,991.59</u>

BALANCES BY VENDOR:

	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
Marsh USA, Inc.	10,131.00	-	-	0.12	10,131.12
SMG Corporate	-	1,506.24	312.48	1,189,041.75	1,190,860.47
	<u>10,131.00</u>	<u>1,506.24</u>	<u>312.48</u>	<u>1,189,041.87</u>	<u>1,200,991.59</u>

EXHIBIT

|

**SMG 6-3-2013 LETTER TO CITY
RE: BUSINESS COMMUNITY IMPACTS**

EXHIBIT A

City of



OFFICE OF THE CITY MANAGER

DATE: June 3, 2013

TO: HONORABLE MAYOR ASHLEY SWEARENGIN
CITY COUNCIL PRESIDENT BLONG XIONG
CITY COUNCIL MEMBERS

THROUGH: BRUCE RUDD, Assistant City Manager *(initials)*

FROM: BILL OVERFELT, SMG General Manager

SUBJECT: FRESNO CONVENTION & ENTERTAINMENT CENTER (FCEC) – BUSINESS COMMUNITY IMPACTS

Over the last several months there continues to be discussions with regard to the overall viability of the Fresno Convention and Entertainment Center (FCEC) and different options that could be considered by the City of Fresno. While the Administration is prepared to evaluate a number of these options, it is important that Council clearly understands what the FCEC facilities provide to the local business community and the City's General Fund.

The attached schedule, developed by SMG, is based on historical information of hotel room night events hosted at the FCEC over the past five years. The sales function for these types of events is primarily supported by the Fresno Clovis Convention and Visitors Bureau (FCCVB): the highlights of the attached schedule are as follows:

- Providing the local business community with an estimated \$26,000,000 in economic impact through visitor spending.
- Hosting various events that brought an estimated 230,000 visitors to Fresno who have generated over 100,000 hotel room nights for the local hotel business community.
- These events generated an estimated \$1,200,000 in transient occupancy tax revenues and more than \$10,000,000 in revenue for the local hotel business community.

The most important information provided by the schedule is the "Facilities Used" section within the context of any discussion or consideration on the issue of closing one or more of the FCEC facilities. A review of this section will note that over any given year each and every FCEC facility is used by the hotel room night generating events, therefore a facility closing would have some amount of negative impact to the local business community as well as the General Fund of the City from the loss of room night revenue and TOT, respectively.

For example, the Selland Arena is responsible for the largest portion of the FCEC deficit. Unfortunately, the City's largest hotel room generating events utilize the Selland Arena. It is also

Fresno Convention & Entertainment Center (FCEC) – Business Community Impacts
June 3, 2013
Page 2

noteworthy that the annual operating deficit of the Selland Arena for the last fiscal year is estimated to be 44% lower than the Savemart Center during the same time period.

Nevertheless, SMG recognizes that there are a number of changes that are impacting local markets as well as the industry as a whole. From an industry perspective, many of today's convention centers were constructed in order to attract conventions, trade shows or other hotel room night generating business. Unfortunately, the downturn in the local and regional economy has resulted in a stagnation of the number of these shows/events being held at the FCEC over the past five years as compared to the industry as a whole which has experienced growth rate of between 1% and 2%.

Regionally, the lack of disposable income, a number of competing venues (e.g., Savemart Center, Casinos) and a substantial amount of negative press has made it increasingly difficult to attract different opportunities. This is especially true when it comes to booking events at the Selland Arena. The lack of public support for other uses, such as arena football and hockey, are also a contributing factor.

With that, SMG has been working with the Administration on a pilot program that is being used to increase the number of events at the Selland Arena. This pilot program will address the new concert promotion business model whereas concert presenter will be able to participate in the sharing of FCEC event generated revenues for the purpose of increasing their potential profit or decreasing their potential loss on underperforming events. Based on our research this pilot program has been used successfully in other arenas regionally to increase the number of concert events hosted. The pilot program will be used for at least five events and then will be evaluated and may be adjusted in terms of financial returns for the Selland Arena and quality of the entertainment obtained.

Please contact feel free to contact me at (559) 445-8150 or at Bill.Overfelt@smgfresno.com if you have any questions or need further information concerning this matter.

Attachment: Schedule of Room Night Generating Events

FRESNO

CSU

Evaluation of Room Night Generating Events: 2008-2012

Designated Room Night Events	Room Night Rent Credit	# of Room Nights	Ave Cost/Room Night	Total Est Room Night Revenue	Atten-dance	Use Days	Facilities Used	Estimated Economic Impact
Goldskate, 2/16-17/08	\$4,408	395	97.21	\$38,398	1,308	5	Selland THEATRE / VALDEZ & MIRMS / EX HALL	\$123,953
CA Band Directors Assoc Annual Convention, 2/21-2/3/08	7,640	1,203	100.79	121,250	2,000	4	III & MRMS. 9-12, 13-14, 15-18	261,250
CA USA Youth Wrestling Championships, 3/7-9/08	11,713	1,072	91.06	97,516	3,150	3	Selland Arena & Ex-Hall I	318,116
CA Police Chiefs Annual Confer, 3/4-5/08	14,600	1,439	99.95	143,842	500	3	Esbitt Hall (III) & Meeting Rooms	178,842
Rainbow Girls Annual Convention, 3/13-18/08	26,920	2,090	107.34	224,341	2,000	6	all Meeting Rooms Valdez Hall & Selland Arena, Valdez Hall	364,341
Northern California Council of Alcoholics Anonymous, 3/7-9/08	2,733	263	88.60	22,776	2,500	3	Rooms ARENA, VALDEZ HALL, MEETING ROOMS, EXHIBIT HALL (III) & MEETING	197,776
FFA Annual Convention 2008, 4/17-22/08	57,103	5,169	92.06	475,858	4,200	8	ROOMS EXHIBIT HALL (III) WITH ALL MEETING	769,858
Skills USA Annual Convention, 4/10-13/08	15,768	1,397	94.06	131,402	1,200	4	ROOMS	215,402
Holy Supper, 11/3-14/08	7,714	869	73.97	64,280	6,310	3	Halls I, II, III & All Meeting Rooms	505,590
Beta Sigma Phi Annual State Convention, 5/17/08	1,750	777	96.95	75,330	700	1	Sacvan Theatre Exhibit Hall I; 2001-2004; 2009-2012; 2013-	124,330
Masters Men Conference, 5/16-17/08	2,745	324	73.77	23,901	830	2	2014, 2000	82,001
West Clovis Judo Club, 05/31-6/1/08	450	265	99.00	26,235	726	2	Selland Arena	77,055
Vision Global Summer Convention, 6/12-15/08	9,310	771	100.63	77,586	17,000	4	Valdez Hall	1,267,586
SW Pacific Regional Championships, 6/22-7/3/08	12,851	1,314	81.27	106,789	1,986	12	Exhibit Hall I	245,800
Miss California Pageant, 06/21-28/08	13,921	1,773	98.90	116,010	3,993	8	Sacvan Theatre	395,520
United Farm Workers 2008 Conv, 8/22-24/08	4,069	498	68.10	33,914	1,800	4	EXHIBIT HALL (III) & All Meeting Room	159,914
Eastern Star Worthy Grand Matr, 09/13/08	1,750	220	89.41	19,670	350	1	Sacvan Theatre	44,170
Encuentro Matrimonial Mundial, 9/19-21/08	314	24	109.00	2,616	1,000		Sacvan Theater & Valdez Wine & Grape	72,616
Order of the Eastern Star, 10/13-18/08	19,502	1,851	87.80	183,518	1,210	3	Rooms	247,218
West Coast Bible Conference 2008, 11/14-7/08	10,093	940	89.48	84,111	9,000	6	Valdez Hall & MR, Selland Arena	714,111
Totals 2008	\$225,134	22,054	\$2,048,443	61,763	86			\$6,371,853
Games of Rome, 1/1/09	\$546	44	\$103,50	\$4,4554	418	2	Selland	\$33,814
Premier Designs, Inc. 11/16-17/09	6,104	775	104.86	81,112	600	3	Sacvan & Valdez	123,112
Vision Global Winter Convention, 1/9-11/09	10,119	1,150	91.06	104,719	4,000	4	Valdez Hall & Arena	384,719
Goldskate, 2/12-16/09	2,400	250	80.00	20,000	579	5	Exhibit Hall I	60,530
CANV Lions International District 4, 2/13-14/09	8,460	1,044	100.71	105,141	584	2	Valdez Hall; All EXHALL MRs	146,021
California Band Directors Association 2009, 2/16-21/09	13,730	1,121	102.07	114,420	1,400	4	THEATRE, VALDEZ HALL & ALL MTG RMs, EX-HALL (III) & All Mtg Rooms	212,420
FHA Hero Conference 2009, 3/29-30/09	7,400	742	71.97	53,402	587	2	Exhibit Hall Meeting Rooms	94,492
COA Basketball, 3/11-15/09 (includes 2007 Room Nights \$12,801)	8,647	539	89.34	48,154	3,248	5	SELLAND ARENA & APRICOT ROOM	275,514
California USA Youth Wrestling Championships, 3/19-22/09	7,947	723	93.36	67,499	3,647	4	Halls I, Selland Arena & Valdez	322,789

FRESNO

JANUARY

Evaluation of Room Night Generating Events, 2008-2012

Designated Room Night Events	Room Night Rent Credit	# of Room Nights	Ave Cost/Room Night	Total Est Room Night Revenue	Atten-dance	Use Days	Facilities Used	Estimated Economic Impact
Skills USA Annual Convention, 4/22-26/09	13,417	1,206	92.71	111,808	3,600		EXHIBIT HALL VIII WITH ALL MEETING ROOMS/Mtg Rm 2000on 4/22/09 Valdez Hall & Selland Arena; Valdez Hall	363,808
Rainbow Girls Annual Convention, 4/27-10/09	24,407	2,063	98.59	203,391	2,150		6 all Meeting Rooms, Valdez Hall & Selland Arena; Valdez Hall	353,891
FFA Annual Convention 2009, 4/16-21/09	52,789	4,590	95.84	439,906	4,200		7 ROOMS, EXHIBIT HALL VIII & MEETING ROOMS, EXHIBIT HALL I; 2001-2004: 2009-2012: 2013-2014: 2000	733,906
US Masters Swimming Social, 05/09/09	2,050	1,447	111.51	161,355	560		1 Valdez Hall	200,555
Masters Men Conference, 05/15-16/09	3,108	300	86.34	25,902	1,750			148,402
CA USA Wrestling Freestyle Championships 2009, 6/15-7/09	8,410	827	85.00	70,295	2,816			267,415
Miss California 2009 Pageant, 6/20-27/09	14,500	1,256	103.14	128,544	4,241			426,414
Sierra Pacific Synod, 5/27-3/09	7,575	713	96.49	68,797	800		4 Valdez Hall; Valdez Hall M&Rs THEATRE, VALDEZ HALL & ALL MEETING ROOMS, EX HALL VIII & ALL 4 Mtg Rooms	124,797
CA Band Directors, 02/16-21/09	13,730	1,121	102.07	114,420	1,400		VALDEZ HALL, WINE ROOM, & VALLEY 10 GREEN ROOM 1 Valdez Hall	212,420
SW Pacific Regional Championships, 6/22-7/1/09	12,827	1,248	85.65	106,891	1,424		1 Valdez Hall	206,571
Order of the Eastern Star, 09/1/2009	1,402	123	95.00	11,985	400		1 Valdez Hall	39,685
Annual Halfway Run, 10/3/09	50	1,000	77.01	77,010	1,700		1 Valdez Hall	196,010
West Coast Bible Conference, 11/10-13/09	10,094	909	92.54	84,119	3,500		4 Ex Hall VIII w. all MR	329,119
Totals 2009	\$227,712	23,191		\$2,204,125	43,604	83		\$5,258,405
Vision Global Winter Convention 2010, 01/07-10/10 2010 Goldskate, 02/11-15/10	\$7,456 2,140	926 456	\$91.06 69.37	\$84,322 4,000	4 Valdez Hall, Selland Hall I		4 Valdez Hall, Selland Hall I; Valdez Hall & Selland Arena; Valdez Hall	\$364,322 64,323
California Band Director's Annual Conference, 02/18-21/10 CA USA Frost-Soph Wrestling, 03/11-14/10 44th Annual Unknown Riders Open Season, 03/06/10	14,829 5,450 3,100	1,147 537 514	107.74 85.00 71.00	123,578 45,645 38,494	2,000 1,546 965		4 meeting Rooms : Valdez Hall; Valdez Meeting Rooms ; Valdez Hall; Valdez Hall & Selland Arena; Valdez Hall	263,578 153,865 104,044
Rainbow Girls Annual Convention 2010, 3/25-30/2010	21,254	1,786	99.17	177,118	2,150		2 Exhibit Hall III Valdez Hall & Selland Arena; Valdez Hall	327,618
FFA 2010, 04/15-20/10	55,544	4,879	94.87	462,871	4,200		6 all Meeting Rooms Conference Center A-G, Exhibit Hall I, Exhibit Hall II, Exhibit Hall III, Exhibit Hall	756,871
2010-USA Taekwondo- National Qualifier, 4/8-11/2010 FHA-Hero Conference, 4/25-26/2010 CA-USA Wrestling Greco Championship, 4/29-5/02/10	3,687 7,850 2,290	313 741 225	98.16 74.841 85.00	30,724 550 19,125	1,426 460		Meeting Rooms, Selland, Valdez Hall, 7 Valdez Meeting Rooms Selland Arena	130,544 113,341 51,325

FRESNO

Evaluation of Room Night Generating Events, 2008-2012

Designated Room Night Events	Room Night Rent Credit	# of Room Nights	Ave Cost Room Night	Total Est Room Night Revenue	Attendance	Use Days	Facilities Used	Estimated Economic Impact
EXHIBIT HALL, III								
Fresno Tattoo Expo 2010, 05/01-02/10	748	63	99.00	6,237	3,338	3 BOX OFFICE ON M STREET; 2015-2018 Exhibit Hall I; 2001-2004; 2009-2012; 2013-		239,897
Master's Men Conference 2009-2010, 5/14-15/2010	3,295	350	78.46	27,461	2,400	2 2014; 2000		195,461
SW Pacific Regional Rollerskating, 06/19-28/10	7,503	730	85.65	62,525	2,106	10 Hall I		209,945
American Legion 2010 Convention, 06/22-27/10	15,950	2,059	108.67	223,752	800	5 Exhibit Hall Meeting Rooms		279,752
Miss California Pageant, 07/04-10/10	14,800	1,292	104.74	135,324	5,304	9 Theatre		505,804
OES Worthy Grand Matron/Patron, 09/11/10	595	59	84.00	4,956	150	3 Meeting Rooms 2000, 2015-2018		15,456
Annual Anniversary Halfway Run, 10/02/10	1,434	125	95.00	11,875	400	1 Valdez Hall		39,875
SEU-JUNW Conference, 10/13-16/10	8,250	1,107	81.00	89,667	4,000	1 Hall I		369,667
NWCA All-Star Classic, 11/21/10	16,224	1,401	96.50	135,197	1,350	4 Valdez Hall&Mtg Rms, Theatre, Halls		229,697
West Coast Bible Conference, 11/19-12/10	1,116	75	124.00	9,300	1,446	2 Selland		110,520
Totals 2010	10,188	939	91.40	85,825	7,300	4 Ex Hall III w. all MR		596,825
	\$201,544	19,724		\$1,878,467	46,358	85		\$5,123,527
SACRAMENTO THEATRE & CONVENTION CENTER								
CA Band Directors Association, 02/20/11	\$17,782	1,665	\$89.00	\$148,185	3,000	Sacramento Theatre: Exhibit Hall III; All Ex		
45th Unknown Riders Open Season, 03/05/11	3,200	500	70.59	35,295	1,135	4 Hall MR, Valdez Hall; Valdez Mtg Rms		
CSNO Annual Meeting, 03/04/11	6,800	604	119.00	71,876	450	1 Hall III		114,745
2011 CA/USA Frosh/Soph Wrestling, 03/10-13/11	5,450	537	85.00	45,645	1,407	2 Hall's III		103,376
CA USA Youth Wrestling Championships, 03/17-20/11	5,450	537	85.00	45,645	1,852	4 Selland		144,135
Rainbow Girls Annual Convention 2011, 03/31-04/05/11	26,918	2,021	95.17	192,339	750	Valdez Hall & Selland Arena; Valdez Hall		175,285
FHA-HERO Conference 2011, 04/10-11/11	7,900	903	101.00	91,203	800	6 all Meeting Rooms		
						2 Valdez Hall & Exhibit Hall MR		
						Selland Arena, Halls I, II & III, Valdez Hall,		
						All Exhibit Hall Meeting Rooms & All Valdez		
						8 Meeting Rooms		
Future Farmers of America Annual Convention 2011, 04/14-19/11	50,122	4,543	91.94	417,683	4,800			753,683
2011 CA/USA Cadet State Championship Wrestling, 04/28-05/01/11	5,450	537	85.00	45,545	750	4 Selland		
Vision Global Spring Convention 2011, 05/12/14/11	9,717	812	99.72	80,973	10,000	3 Valdez & Arena		
2011 CA-HI EHS Convention, 05/17-21/11	15,600	2,517	89.41	225,045	800	Theatre(17-21), Valdez(19), Valdez Mtg		
Masters Man Conference 05/20-21/11	3,028	336	75.11	25,237	880	5 Rm(17-20)		281,045
Miss CA Pageant, 06/17-26/11	14,800	1,108	111.73	123,797	4,926	2 Valdez & Mtg rms		86,837
SW Pacific Regional Rollerskating, 06/22-7/2/11	7,503	733	88.78	65,076	1,503	9 Savoyan Theatre		468,617
Team-West Meeting, 07/24/11	2,911	245	99.00	24,255	2,967	11 Hall I		170,286
SEU UHW 2011 Assembly Leadership, 10/5-8/11	21,889	1,689	108.00	182,412	1,200	5 Theatre		231,945
Grand Chapter of CA O.E.S, 10/18/11	16,873	1,571	89.50	140,605	1,100	4 Hall III		266,412
						5 Selland, Valdez & MR		217,505



Evaluation of Room Night Generating Events, 2008-2012

Designated Room Night Events	Rent Credit	# of Room Nights	Ave Cost/Room Night	Total Est. Room Night Revenue	Atten-dance Days	Use Days	Facilities Used	Estimated Economic Impact
West Coast Bible Conference, 11/1-4/11	9,314	889	87.31	77,619	7,000	4	Hall I/II & All Mtg Rms	
Totals 2011	\$230,707	21,747		\$2,038,533	45,320	63		\$5,210,933
SEIU UHW Quarterly Executive Board Meeting, 2/02-04/12	\$5,173	449	\$98.00	\$43,104	330			
Wells Fargo Home Mortgage- HPW Fresno, 2/22-23/12	4,241	297	119.00	35,343	600	2	Hall & Lobby	\$66,204
California Band Directors Assn., 2/16-19/12	19,958	1,703	97.56	166,315	1,200	4	Theatre, Hall I/II, Valdez, All Mtg Rms	77,343
46th Annual Unknown Riders Open Season, 03/31/12	1,704	200	71.00	14,200	633	1	Hall III	250,315
2012 CAUSA Frosh/Soph Wrestling, 3/18/12	7,930	785	85.00	66,725	1,080	4	Seland, Valdez Hall	58,510
2012 CAUSA Youth Wrestling, 3/15-18/12	10,350	1,047	85.00	88,595	2,006	3	Seland	142,325
Rainbow Girls Annual Convention, 03/30-04/03/12	23,418	1,851	105.43	195,151	750	6	Arena, Valdez, Valdez mtg rooms	229,415
FFA, 04/17-24/12	57,783	5,089	94.62	481,521	5,100			247,651
CA-USA Wrestling Cadet State Champ's, 04/26-29/12	6,000	596	85.00	50,560	701	4	Seland	838,521
FHA-HERO Conference 2012, 04/29-30/12	8,950	828	95.00	78,560	500	3	Valdez Hall & Mtg Rms	99,730
2012 California State Judo Championships, 05/26-27/12	3,847	171	109.00	18,639	626	2	Seland	113,660
Masters Men Conference 5/18/12	3,251	262	76.00	19,912	900	2	Valdez & Mtg & Plaza	62,459
California USA Wrestling, 06/03/12	9,310	917	85.00	77,945	1,388	4	Seland	82,912
Miss California Pageant 2012, 06/23-30/12	16,575	1,321	116.00	153,236	5,001	8	Theatre	3,465
American Baptist Association Nthl Convention, 8/19-21/12	13,425	1,283	90.00	115,470	1,350	3	Valdez	175,105
Luso American Federation Convention, 8/4-5/12	4,700	1,222	89.00	108,758	1,500	2	Theatre	503,306
Fresno Art Jam Convention, 8/17-19/12	513	43	99.50	4,279	850	3	Valdez & Mtg	209,970
Annual Anniversary Hafkway Run, 10/06/12	7,200	928	78.15	72,523	3,000	1	Exhibit Hall I	213,758
NACA Save the Dream Telethon Event, 10/11-15/12	4,950	391	105.50	41,251	750	5	Hall I	63,779
Order of the Eastern Star, 10/16-20/12	17,465	1,565	95.00	148,675	1,100	5	Seland, Valdez & MR, Theatre	282,523
Folsom-Wild West Wrestling, 11/9-11/12	1,747	182	80.00	14,550	539	3	Seland	93,751
West Coast Bible Conference, 11/6-9/12	9,610	910	88.00	80,080	3,000	4	Hall I/II & all mtg rms	225,675
USA Roller Derby National, 12/13-16/12	2,257	190	99.00	18,810	248	4	Hall I/II & All MTG RMS	52,290
Totals 2012	\$240,557	22,283		\$2,098,276	33,152	84		290,080
TOTALS CY 2008-2012	\$1,125,674	108,979		\$10,267,845	230,197	421		\$4,418,916
								\$26,381,635